

AUGUST 14, 1965 • SEVENTY-FIRST YEAR • 50 CENTS

# Billboard

The International Music-Record Newsweekly

Radio-TV Programming • Phonograph Merchandising • Coin Machine Operating

## Park Owners Score BMI Fees in Copyright Appeal

By MILDRED HALL

WASHINGTON — The sad saga of a costly Beatles concert was heard by the House Copyrights Subcommittee last week, when George Horrid pleaded for changes in the revised Copyright law to aid amusement park businessmen in copyright battles with "puritan" music licensors.

A similar plea was made by a music tape manufacturer, Minnesota Mining and Manufacturing Co., to let stereotyping tapes in under compulsory licensing when sold outright — also to avoid being "at the mercy" of copyright proprietors. During last week's hearing on the 1965 copyright revision, a separate bill to raise copyright office fees from \$4 to \$6 for

registration, and from \$2 to \$4 for renewals, was presented by George Cory, Deputy Register of Copyrights. Increased fees are needed to partially offset spiraling costs to government in handling copyrights. Record

(Continued on page 57)

## 85% COUNTRY STATIONS IN AWARDS POLL

NEW YORK — An estimated 85 per cent of the nation's country radio stations will participate in the 1965 Billboard Awards, to be televised over ABC-TV on the "Jimmy Dean Show" in October.

Country stations are basing their programming on the 15 award categories before calling for listener ballots late this month. Stations not already participating may do so by mailing in their reply cards to Billboard by Wednesday (11).

The five nominees in each category will be determined by the station polls, and the final nominee list will be published in Billboard's Sept. 11 issue.

## 'Going to Cook,' NARA Asserts At Convention

By CLAUDE HALL

HOUSTON — The National Association of Radio Announcers will unveil Saturday (7) definite policies towards manufacturers at its national annual convention here. Carl Prechter, Mercury's Blue-Rock sales manager, on behalf of NARA, announced Friday morning that "there is a vibrant young force in Negro

(Continued on page 10)



BILLY JOE ROYAL, the exciting young singer recently signed by Columbia Records, is off to a flying start with his very first single release for the label. It's "Down in the Boondocks," an immediate smash hit that's climbing right to the top of the charts. (Advertisement)

## WMCA, WABC Up as Disk Sales Influence

NEW YORK — As a result of the WINS switch to all news both WMCA and WABC increased their power in influencing record sales, according to a survey of the market this week by Billboard's Radio Response Rating department.

WMCA, of the Straus Broadcasting Group, ranked first, increasing its total points to 54 per cent of the votes WABC, an American Broadcasting Co. affiliate, benefited mostly, increasing its percentage of votes

from 28 as of August 1964 to 46.

There were resultant changes in the power of the disk jockeys of these two stations to influence the sale of popular single records. Bruce Morrow of WABC scored from the album to take over as No. 1 DJ with 28 per cent of the votes — gaining the lofty position mostly because of the departure of B. Mitchell Reed from WMCA, top man last August.

(Continued on page 32)

## Record of Absurd Gets Serious Play

By ELIOT TIEGEL

HOLLYWOOD — A record depicting the frenetic plight of society today, written with biting incisiveness by a 19-year-old renegade from surfing music, is gaining acceptance over top 40 stations despite its "controversial" lyric.

The writer is P. J. Sloan and his composition is "Eve of Destruction," sung by Barry McGuire on Dunhill Records. Close to 200,000 copies were sold as of last week. The disk was released July 26.

What is so remarkable about the single is its acceptance by radio stations. During the past two years three other singles of a controversial or sociological nature were refused play by U.S. stations. These disks, labeled un-

acceptable or controversial by American broadcasters were "In the Summer of His Years," a tribute by Millicent Martin to the late President Kennedy on ABC-Paramount, which was covered by Kate Smith on RCA, Connie Francis on MGM, Mahalia Jackson on Columbia and Tony Arden on Decca; "Now," a plea for first-class citizenship for Negroes sung by Lena Horne and released on 20th-Fox and "Ballad of Ira Hayes," depicting injustices to American Indians, sung by Johnny Cash on Columbia.

Dunhill Productions executive Lou Adler, in attempting to explain why "Destruction" has jumped on format station playlists, claims the song is not a protest at all. The writer is

(Continued on page 57)

(Advertisement)

## Discotheque Go-Go-Going

Special Report Page 63



ARTHUR PRYSPACK, Old Town Records' sensational recording star, is swinging with his latest single release, "It's Too Late, Baby (Too Late)," which is heading for the top of the charts. Also a chart contender is his latest album, "A Double Header With Arthur Prysock" OT 2069, and watch the album that gives you his current hit single, "Indiscreetly Yours" OT 2038, it's really moving. (Advertisement)






**Skeeter Davis**  
has a new hit single  
**"Sun Glasses"**

c/w "He Loved Me Too Little" - 8642

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# Capitol Uses Rotation System at Convention

HOLLYWOOD—Capitol Records utilized a round-robin rotation system to educate and set its sales promotional personnel at its recently concluded national sales convention in Puerto Rico.

Conventioners were broken down into six groups rotating through six workshops in study and analyze Angel Records, special products, singles, albums and two sessions called sales I and II.

The idea behind the workshops at the Sheraton Hotel was to generate an exchange of ideas between employees.

In the singles workshop, excerpts from six records released weeks before the convention were played with volunteers

asked to identify artist and selection. Volunteers were also solicited to represent rack jobbers, one-stops, dealers and program directors with other volunteers demonstrating how they go about introducing new singles to these segments of the industry. Prizes were awarded the best performances.

New full single and LP product was unveiled with a strip from "Help," the Beatles new film being shown.

Artists performing at the final dinner, now included Bobby Rydell, Jody Miller, H. B. Barham, Glen Campbell, Lou Rawls and Mickey Lynn. The Capitol organization was in Puerto Rico Wednesday-Sunday (14-18).

# Sizzling Pitch at Liberty Parley

LOS ANGELES—Sell the "hizzle as well as the steak," Liberty Records marketing director Lee Mendell bade distributors at the first Liberty-Imperial-World Pacific national sales convention here (10-31) at the Ambassador Hotel.

Mendell's new pitch to diskmen attending the label's 10th anniversary celebration-business meeting, stressed the importance of the some entertainment value of phonograph records. The listing value of an LP must be emphasized, he added. Realistically, however, this is an educational process, Mendell said, which cannot be done overnight.

Yet an informational-educational approach to selling should be "native" to distributors' salesmen. Liberty's growth potential for the future is great, Mendell said, but "accept the responsibilities as well as the benefits." The executive charged the conventioners with expanding their total marketing concepts, including a re-emphasis in the juke box singles field.

Coropete president Al Bennett estimated Liberty releases around 200 singles and 120-125 albums a year, indicating the company's year-round activity. "Ten years ago 75-80 per cent of all records were singles," Bennett said. "Today it's been reversed."

A doubling of the company's co-op advertising participation with distributors was announced by Al LaVinger, merchandising director. The company has expanded the areas in which co-op advertising may be used to include radio, LaVinger revealed. "We have the bucks... we want you to use them," he explained.

La Vinger introduced two members of the expanded art department, director Woody Woodward, and Dick Oliver. Woodward was with World Pacific nine years.

To increase the company's international effectiveness, Ron Kane, formerly Vee Jay's resident European rap has joined the operation.

In the new product area, the three labels would be releasing a total of 24 LP's during August-September. In addition to the already mentioned artists (Billboard, August 7) packages would feature Les McCann, Gerald Wilson, Gil Fuller-Dizzy Gillespie, Joao Donato, John Barbour, Ravi Shankar, Johnny Rivers, Billy J. Kramer, Jackie DeShannon, Sandy Nelson, Mel Caman, Slim Whitman and the Ojays.

## CBA REPORTS

# Religious Disks Post General Market Gain

By MAURIE ORODENKER

PHILADELPHIA — As the distribution base broadens, religious records will increasingly become a potent factor in the general record market. This was the firm feeling, based on their own sales figures, by the manufacturers and distributors of sacred and gospel music recordings exhibiting at the 16th annual convention at the Sheraton Hotel here of the Christian Booksellers Association (CBA) from Aug. 1 to 5.

While the largest part of their sales is still among the approximately 4,000 CBA outlets plus the sales registered by the recording artists themselves while on tour, they all find a growing acceptance of the religious records in the general record market.

Bill Jelley, national sales manager for Word Records, of Waco, Tex., said that emphasis is being placed on franchising rock pattern and independent distributors for its four labels. (Continued on page 37)

# Liberty Celebrates 10th Anniversary



BOB SKAFF, corporate ad-promotion vice-president, addresses distributor at the Ambassador Hotel. Members of the company's executive staff are at the dais.



BROTHERLY LOVE: Two members from Mamei distributors, Philadelphia, Marshall Verbit, left, and Larry Conan, second right, meet with marketing director Lee Mendell, second left, and Executive Vice-President Phil Skaff, right.



ROSS BAGDASARIAN, standing second left, starts with dithair at the "award" presented him for selling \$25 million worth of records. Surrounding him are Liberty executives.



SAUL STARK, of Arc Distributors, Detroit, left, and Rick Finn, Imperial's national sales manager, with Liberty's chairman, Julie London.



LIBERTY'S NEWEST division general manager, Dick Beck, addresses his network of distributors.



AMOS HEILICHER, Minneapolis distributor, right, with corporate president, Al Bennett.

# ABC-Para. and Light To Go Separate Ways

NEW YORK — Enrich Light and ABC-Paramount Records will part company at the end of next month. Light is vice-president of the Grand Award Rec-

ord and Co., which produces Command Records, an ABC-Paramount subsidiary label. Light had built up a reputation as an orchestra leader, record company executive, and innovator in imaginative sound. He has been with the ABC-Paramount organization since 1959, when the label acquired Command, with Light in charge of the label.

As head of Command, he was given a free hand in running the label, and he was responsible for several daring and successful sound innovations.

Light said he will remain in the music and record producing fields and will announce his plans as soon as his employment termination with ABC-Paramount becomes effective.

Larry Newton, who took over the presidency of the label from Sam Clark earlier this year, said Light's successor will be named in two weeks.

He added that the replacement would report directly to him, and that he (Newton) would exercise a large measure of control of the Command label operation.

## Roker Promoted

LOS ANGELES — Reiny Roker has been promoted national promotion director of labels for Liberty and Imperial Records and all products of World Pacific and Pacific Jazz.

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# Fla. Next for Handleman; Dallas Set-Up Expanded; Income Up 39%



PAUL HANDLEMAN



JOSEPH HANDLEMAN



DAVID HANDLEMAN

By HAL REYES

**DETROIT** — The move by the Handleman Co. to the West Coast is now official. Mac Handleman, 48, vice-president of the mammoth rack-jobbing firm, will soon move to Los Angeles to set up the branch, an exclusively reported by Billboard last week. (At that time, Joseph Handleman, board chairman, said that nothing had been determined, nor would it be determined until the board met Monday (3).

This week, Handleman said the Los Angeles operation will concentrate on "wholesaling," a euphemism that he uses for "rack jobby," which term he dislikes.

He also revealed that his firm will move into the Florida market for the first time. A branch will be opened in Miami.

Also, Handleman said the company's Dallas operation has been expanded with the leasing of a building to be used in addition to its present facilities.

## Sales Up 24

He told stockholders that for the fiscal year ended April 30, the firm reported sales of \$34,932,433, up 24 per cent from the previous year, while earnings climbed 39 per cent to \$1,516,428. Sales prediction for the fiscal quarter of this year is 15 per cent more than the \$6,074,931 a year earlier.

However, the record business now accounts for two-thirds of Handleman sales, and the increase in the fiscal year amounted to 59 per cent in this department. Drugs and sundries accounted for the rest.

The record business is now on a national basis, while the drug and sundry business is con-

fined to Michigan and Ohio.

All directors were re-elected by the annual stockholders' meeting, in a directors' meeting immediately following the general session. Joseph Handleman, 60, former president, was elected to the new post of chairman of the board. He will devote most of his time to planning and seeking acquisitions.

Paul M. Handleman, 56, former executive vice-president, was named president, and will move here from Cleveland, where he has headed company activities.

David Handleman, 49, former secretary-treasurer, will move up to vice-president and continue as general manager of record operations. Moe Handleman, former vice-president, becomes secretary-treasurer, headquartered in Los Angeles where he will head the new West Coast operations.

# Kapp's Fall Album Campaign Shown to Eastern Area Distributors

**NEW YORK** — New York, Philadelphia and Newark, N. J., distributors Monday (2) were presented with Kapp Records' fall album campaign.

Discount policy for the fall program is 16 free albums with each 100 bought. Dated billing arrangements and special advertising allowances are also available for both dealers and rack merchandisers.

Kapp executives Micky Kapp, Al Cahn and Macey Lipman, holding forth at All-State Distributors here, presented a tight and sound demonstration of the label's 17 LP's. 13 of which are being released this week, with the other four due Sept. 1.

Another 22 distributor dem-

onstrations are being made by Kapp executives this week.

Yanked Selections in addition to albums by the label's top big broad-and-bunter artists, Roger Williams and Jack Jones, the line features a selection of comedy, country and British beat.

Set for immediate release are albums by Jack Jones (arranged by Nelson Riddle), Roger Williams and the Do-Re-Mi Children's Chorus. The initial release also includes albums by Hugo Winterhalter, Roberto, "You Don't Have to Be Jewish," by the producers of "The First Family," John Galt, Jimmy Seder, and the Capatzenes Orchestra and Chorus.

Four of the 13 releases will

be country. These feature Billy Edd Wheeler, an LP featuring various artists, Warner Mack, and the stars of the WGN "Saturday Night Burn Dance." The entire cut of the last-named release was signed by Paul Cohen, Kapp's Nashville label chief.

The last four packages—set for Sept. 1 release—feature the Searchers, the Walkins, Bloss Guitars and the Greenwood County Singers.

## Ad Campaign

An extensive advertising campaign, which is expected to run about \$300,000 in advertising allowances, includes a special mat magazine which has headlines, body copy, album cover reproductions and prices. Page perforations enable the dealer to make up his own advertisement.

Colorful litho books and sales tip inserts are available for distributors, and distributor salesmen will receive complete album samples at their homes.

Special product selections will be sent dealers and rack jobbers, and a merchandise ad series will be available for retailers.

## Rack Jobby Mailings

The label will send mailings to disk jockeys, supplemented by station mailings from distributor promotion men and from the Kapp field promotion staff.

Distributors were asked to show the Kapp right-and-sound presentation, which traces the history of the label and explains the fall program in detail, to dealers in their areas.

# Beatles' Help: Album Gets Initial Pressing of Million

**NEW YORK** — An initial pressing of 1 million albums, reportedly the largest single order in the history of the business, is in the works for "Help!" the Beatles album scheduled to be released by Capitol Records when the United Artists film of the same name opens Wednesday (11).

A previous Beatles album, "Beatles VI," had an initial pressing order of 500,000.

The film will be accompanied by a publicity barrage calculated to blast the American public out of its homes and into the movie houses.

In New York, Murray the K will introduce the British group on his hour-long Channel TV show Saturday (14). The show will be televised in 40 major markets.

The evening after the telecast, the Beatles make their much-heralded appearance in New York's Shea Stadium.

Gary Stevens, WMCA disk jockey, is conducting a "Beatles Snakes" contest, with tickets to the Shea Stadium in contest as prizes. Here's how it works:

From 7-11 p.m., during Stevens' show, fans telephone the jockey, guess which Beatles will be talking in the contest. Tapes of individual Beatles will be played on the program. Those who make the correct prediction get pairs of tickets in the concert.

# Billboard

Published Weekly by  
The Billboard Publishing Company  
2100 Patterson St., New York, N. Y. 10038  
Tel. 361-4500

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Hal B. Cook New York Office

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Advertising Rates  
Single Copy: 10¢  
Subscription: \$1.00 per year  
Bulk Rates: \$1.00 per year

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Printed in the U.S.A.  
Second-class postage paid at New York, N.Y.  
Postmaster: Please send address changes to Billboard, 2100 Patterson St., New York, N.Y. 10038.

Subscription rates payable to address: Billboard Publishing Company, 2100 Patterson St., New York, N.Y. 10038.

Single copy 10¢. Subscriptions: \$1.00 per year. Bulk rates: \$1.00 per year.

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Printed in the U.S.A. Second-class postage paid at New York, N.Y. Postmaster: Please send address changes to Billboard, 2100 Patterson St., New York, N.Y. 10038.

Subscription rates payable to address: Billboard Publishing Company, 2100 Patterson St., New York, N.Y. 10038.

Single copy 10¢. Subscriptions: \$1.00 per year. Bulk rates: \$1.00 per year.

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Printed in the U.S.A. Second-class postage paid at New York, N.Y. Postmaster: Please send address changes to Billboard, 2100 Patterson St., New York, N.Y. 10038.

Subscription rates payable to address: Billboard Publishing Company, 2100 Patterson St., New York, N.Y. 10038.

Single copy 10¢. Subscriptions: \$1.00 per year. Bulk rates: \$1.00 per year.



LONGEVITY KING: Bill Talbot (with crown) is congratulated upon completing 20 years with Capitol Records by Stan Gorkow, right, distributor corporation president, and Royce Gilmore, left, vice-president. A special party was tendered Talbot, Capitol's national sales manager in the company's Hollywood headquarters.



BILLBOARD, August 14, 1965

# The action starts with Columbia singles!

"A Card for My Baby" c/w  
"Midnight Prowler" 4-43370  
by Len and Glen



"Goodnight, Irene" c/w  
"Stop, Look, Listen" 4-43378  
by Linda Gayle



"Must I Tell You (I Love You)" c/w  
"Miss You So" 4-43391  
by The Liverpool Set

Everything's going for  
**COLUMBIA RECORDS** 



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## Clive J. Davis Made Room at Top



NEW YORK—Clive J. Davis, a 33-year-old lawyer, has emerged at the top echelon of both the Columbia and Epic labels, reporting directly to Columbia's President Goddard Lieberson, following Lieberman's resignation of his firm's executive staff (see Billboard, Aug. 7). Thus, as Columbia's administrative vice-president, Davis is considered for providing overall direction to both labels and thereby becomes the industry's youngest major label executive in a top slot.

Davis joined Columbia a mere five years ago and became its general counsel six months later. That five-year span, however, coincided with one of the most significant in the history of the company.

From a unique vantage point, Davis was able to observe and participate as a lawyer in such major matters as the Federal Trade Commission's record club hearings, Columbia's full-scale invasion of the international market with wholly owned subsidiary labels based in the various countries, the firm's price strategy "Age of Reason" stand (discussed by Bill Gallagher, who has just moved to a higher Columbia post), its entry into the music publishing field, the start of a major diversification program with the ac-

quisition of the Fender Guitar Co., to name a few.

These milestones in Columbia's growth, coupled with the usual record company lawyer's exposure to artists' negotiations and contracts and acquisition of original cast rights (see Billboard, Aug. 7), have to hone Davis' knowledge of the intricacies of the music-record industry.

Prior to coming with Columbia, Davis served for three years in Judge Samuel Rosenman's law firm of Rosenman, Colin, Corbin, Kaye, Putschek & Freund, the firm which represents Columbia. While there, Davis devoted his talents to general corporate matters rather than as a trial lawyer. Among the firm's entertainment industry clients with whom Davis was directly involved was Columbia Artists Management, Inc. The experience further helped to broaden his grasp of the artist's facet of the record business.

When asked, Davis recalls that his deep interest in the music-record field dates back to his college days. While in school, he was intrigued by copyright law, and delved extensively into it in his studies.

He is a Phi Beta Kappa graduate of New York University where he received his B. A. degree magna cum laude and was

graduated in 1936 from the Harvard Law School with high honors.

This unceasing interest in industry affairs was clearly evident during his five-year period as Columbia's lawyer. Davis was seen as a regular observer at various industry gatherings, such as the NARM convention, ARMADA meetings, and other affairs. Frequently, he was the only record company lawyer seen at these functions.

Davis explains his desire to be present at such affairs by stating his firm conviction that "a lawyer should never live in a vacuum, but become a part of the very fabric of the field in which he is active. Talk to dealers and distributors, and work with artists. Know them and understand. Learn their problems, and one can be in a better position to find a solution."

When asked why Columbia Records was blessed with a preeminence of lawyers in its key executive positions (Norman Alden, Bill Easting, Harvey Schwin, Walter Dean), Davis has a twofold answer: Perhaps the study of law tends to discipline the mind, which increases creativity and thereby serve as ideal basic training for an executive. And then, with characteristic mild humor, he said that lawyers are used to working long hours. "It comes from working late into the night, tackling legal problems without the thought of watching the time. The record business, by its nature, is not a 9 to 5 business."

Despite Davis' legal background, he is struck by his youth, his mild manner, and his penetrating knowledge of the industry. He is no-nonsense, straightforward, and in his conversation, tempered by good humor.

His favorite time diversions include the theater ("I never seem to get enough of it"), books and sports. He lives in Manhattan, forswaking the commuter's life when he moved a year ago from Roslyn, N. Y. He is the father of two children.

working in today's record business. The record academy should be where the record business is."

Another area Pell's chapter is concerned about is simplifying and revamping the 47 categories of Grammy awards. "There are only two categories with 47 each recognize rock 'n' roll and rhythm and blues," Pell said. The new president added he would seek to engender trust among all chapters for reducing the number of awards and also having members of each separate craft select categories and nominees. This is the mode of operation at the motion picture academy.

"Having members of a craft vote is the answer to having winners nominated and made winners," Pell explained. Next year's awards banquet has been set in March instead of April as was the case in past years.

In order for West Coast ideas to have fruition, NARAS chapters in New York, Chicago and Nashville have to agree and make the national board act on the suggestions. "We're hoping in the future to be able to come up with some answers for our ilk," Pell noted.

## Forest Hills a Smash



The Forest Hills Tennis Club has become the New York City summer showcase for the nation's top entertainers.

Six years ago, tennis player Bill Grame had the brilliant idea that the beautiful tennis stadium with its 15,000 capacity would be a perfect place to present the nation's top talent. The promotion-minded tennis officials agreed, providing the playing surface (lush bent grass) would be protected. Thus the Forest Hills concerts became a reality.

During the past six years, Grame and his associates, Don Friedman and Ron DeBorja, have played the top names. During a recent three-night engagement, Frank Sinatra and Count Basie drew a capacity 45,000.

The facilities of the Tennis Club, and all the necessary arrangements, lights, sound, guards, etc., cost \$17,000 for one evening's engagement. This does not include any talent costs. Thus it becomes necessary to buy the services of the best performers and to promote the attractions in an expensive way.

Let anyone believe the life of a producer is easy consider Saturday, July 31.

A sold out house is on hand. The concert stars Trini Lopez, Stan Getz and Woody Allen; encore is William B. Williams. At 8 p.m. producer Don Friedman learned that Stan Getz' plane from Japan has been delayed and he will be unable to appear. Here is how the cool Friedman and his staff handled the matter.

8:15—Friedman phones Herbie Mann who lives in the neighborhood and is appearing at New York City's Village Gate. Can Herbie round up his musicians and fill in for Stan Getz. Herbie says he will do his best.

8:45—William B. Williams brings on Woody Allen as the opening act. Woody kills the people for 30 minutes.

9:15—Woody is off.

9:16—Intermission is called.

9:20—Herbie Mann arrives and says he was able to reach five of his seven musicians and they are all on route.

9:30—Woody Allen and his manager agree to help out. Woody goes on again after William B. levels with the crowd on Getz' delay.

9:45—Woody exits. William B. tells the crowd Herbie Mann will substitute for Getz. Crowd roars enthusiastically. Herbie Mann greets the crowd with the comment, "Right before your eyes this band will get bigger." Four more musicians arrive.

9:50—The vibes and lead musician arrive—Herbie's group has already grabbed the audience.

10:15—Herbie Mann and his group complete a sensational set.

10:20—Trini Lopez on stage, moves the people (See review elsewhere in this issue).

11:30—Concert over and a good time was had by all.

Barbra Streisand, Johnny Mathis and Bob Dylan will appear in successive weeks at Forest Hills to wind up this season's events.

*Hal B. Cook* PUBLISHER

## NARAS Maps Membership Move

HOLLYWOOD—An all-out campaign to raise the rock 'n' roll-contemporary music fraternity for membership in the L. A. chapter of National Association of Recording Arts and Sciences (NARAS) is convulsed by Pell, energetic new chapter president.

Pell and other members of the local chapter feel that the contemporary record scene has hardly been recognized by the Academy. The young people working in the current trend of music feel outside NARAS. Pell explained and he plans to entice them into joining the Coast chapter.

Meetings of a "conversational" nature on a regularly scheduled basis to involve traders working with top 40 records is one means by which Pell hopes to actively interest producers who heretofore have not felt NARAS cared about them.

## Fuller Label

TAMPA, Fla.—Fuller Records has been formed here as a wholly owned subsidiary of Charles Fuller Productions. The label will be headed by John R. Brumage, chief recording engineer for the parent company.

"There is a driving need for the Academy to recognize today's contemporary music," Pell said after chairing his first board of governors meeting last week. "We've always had classical and other representation but we don't have the young people

## Price Appoints Chi. MGM Staff

CHICAGO—The new MGM factory-owned outlet will be opened for business at 1112 South Wabash Avenue here. The distributorship, headed by



PRICE formerly the label's merchandising director, has named a new staff to run the operation. It consists of Paul Price and Berle Hyman in sales, Glen Hyman in promotion, and Andrew Friedman and Earl Butler in shipping. Harold Wein, who had worked with James Martin, the previous distributor, is shipping coordinator. Elizabeth Martin is secretary.

## Braun Cuts 4 Hunter Tunes

CINCINNATI—Bob Braun, WLW radio and TV personality, was in New York last week to record four Hank Hunter tunes at Associated Studios, with Hunter, head of Pocomo Productions, handling the production end. Hunter is negotiating to lease the masters to a major label. If this fails, he plans to release them on his own Pocomo label.

Braun's last big one was "Until Death Do Us Part" on Decca. A veteran dealer, Hunter wrote "Tears and Roses" for Al Mac-

## Hodges on 'Shindig'

NEW YORK—Eddie Hodges, Aurora Records artist, this week was taped on the "Shindig" show which will be telecast Wednesday (11). Following the taping, Hodges flew to England for British TV appearances and to promote his latest single, "New Orleans." Then it's back to the U. S. for the filming of the motion picture, "Let's Live a Little."

tino, "Vocation" for Connie Francis, and "Just for Old Times' Sake" for the McGuire Sisters, among others.

**NOW...SONNY HAS A HIT OF HIS  
OWN...WITH A POWERFUL MESSAGE!**



## LAUGH AT ME

**Atco 6369**

Arranged and Produced by: **SONNY BONO**  
A YORK-PALA Production  
Chas. Greene/Brian Stone

**THE SHINDIG PICK OF THE WEEK!**  
**Watch Sonny perform it August 11**

WHY CAN'T I, BE LIKE ANY GUY  
WHY DO THEY TRY TO MAKE ME RUN, SON OF A GUN  
WHAT DO THEY CARE, ABOUT THE CLOTHES I WEAR  
WHY GET THEIR KICKS FROM MAKIN' FUN  
THIS WORLD GOT A LOT OF SPACE  
AND IF THEY DON'T LIKE MY FACE  
IT AIN'T ME THAT'S GOIN' ANYWHERE  
SO I DON'T CARE  
THEN LAUGH AT ME,  
IF THAT'S THE FARE I HAVE TO PAY TO BE FREE  
THEN BABY, LAUGH AT ME  
AND I'LL CRY FOR YOU  
AND I'LL PRAY FOR YOU  
AND I'LL DO ALL THE THINGS  
THAT THE MAN UPSTAIRS SAYS TO DO  
I'LL DO 'EM FOR YOU, I'LL DO 'EM FOR YOU  
IT'S GOTTA START SOMEPLACE  
IT'S GOTTA START SOMETIME  
I'LL MAKE THAT OTHER CHEEK MINE,  
AND MAYBE THE NEXT GUY, THAT DON'T WEAR A SILK TIE  
HE CAN WALK BY AND SAY HI, SAY HI, INSTEAD OF WHY

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Words and music by Sonny Bono

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# Sub-Distributor Reaction to the Columbia Statement

CHICAGO — Columbia's warning that it would discontinue selling to subdistributors who solicited its full-line accounts produced reactions ranging from anger to outright indifference among rack jobbers in the Midwest.

Howard Rosen, mid-Jacobian here, said he wouldn't blame Columbia for feeling the way it did if racks simply utilized their functional division to steal Columbia's accounts.

"However, what about the many discount stores that were developed into full-line accounts by racks such as us," Rosen said. "Columbia's letter leaves us very confused. It appears Columbia wants to put itself in the position of choosing what accounts it should sell direct."

**Varied Reactions**  
Rosen said that about 75 per cent of the rack jobbers in the country were selling and substituting on the type of accounts the diskery seemed to be talking about.

Jim Tidjens of Musical Life, Milwaukee, said simply that he threw the letter in the wastebasket—mentally and physically. "I don't think it will have any effect on us," he said.

"If a customer wants to do business with a record merchandiser who gives him complete service, what are we to do?" Tidjens asked. "You can't tell people who to do business with."

## STEVENSON LP RELEASED BY MGM RECORDS

NEW YORK — MGM Records last week released "The Voice of the Uncommon Man," an album of speeches by the late Adlai Stevenson. One side of the album covers Stevenson's campaign speeches, while the other is devoted primarily to his United Nations years. Linking narration is delivered by Alexander Scourby.

The album is accompanied with a four-page illustrated booklet containing President Johnson's eulogy, an editorial from the NIXEY Republic and a Walter Lippman column.

Don Zimmerman, All Records here, said he didn't think the letter would affect his business at all. All specialists in r&b and jazz lines and often shares an account with other rack jobbers who handle pop product.

**Accounts Solid**  
"Our accounts are solid, and as far as Columbia goes, we don't solicit them," Zimmerman said.

Amos Heilicher, head of L. L. Marsh Co., Minneapolis, (also one of the Midwest's biggest distributors, one-stops and retail store chain owners) said that a large department store is better off doing business with a firm that can give it diverse product, proper spread and exposure of all lines in proportion to the value of each line.

Heilicher noted his large rack operation had everything on computers. "We receive a constant analysis of each of our

## Randy Wood Forms Mira

LOS ANGELES—Mira Productions has been formed by Randy Wood, former president at Vee Jay Records. His staff is comprised of several other ex-Vee Jayites including national sales chief Bill Siegel now general manager, George Steel handling regional sales promotion and Pam Barnes secretary-assistant.

First single released is "Too Many People" by the Leaves. National distribution is through independent outlets, with Clef the local representative.

First r&b single picked up by Mira for distribution is "Country Style" by Dorothy Williams upon the Nashville-based Brunswick USA label.

Mira plans becoming involved in all facets of the music business. Wood said. Offices are at 9145 Sunset Boulevard.

## Spindle Farmed

KANSAS CITY, Mo.—A new company, Spindle Records, has been formed here and has out an initial eight sides in Nashville under the direction of Bill Jusis at the new RCA Victor studio.

stores. We can pick what they

Heilicher said that distributors tend to load an account—"my distributing company is no exception."

**Never Closed to Buy**  
"With our rack jobbing company, there is no such thing as having a retail account 'closed to buy.' We give daily replacement. The account need never be out of it merely because an inexperienced buyer looked up on merchandise and has no money to spend for 90 days."

Heilicher said that in the long run a company such as Columbia would benefit by doing business with rack jobbers. A few racks may "cream"—we don't, Heilicher said.

A spokesman for Columbia's bench here said it had received little comment from subdistributors. "We only received two letters. I can recall, and both were simply requests for more information. We're not trying to get rack jobbers to stop selling because they have built up—we don't want them to take away the full-line people we have."

## Cap. Shuffles Finance Staff

HOLLYWOOD—Capitol has made eight appointments in the financial division. Allen W. Murphy has been named national assistant controller, handling functions for the label's three pressing plants. He was formerly senior staff auditor.

James Fallon has been named director of data processing and James Mueller has joined the company as director of corporate taxes. Fallon held a similar position six years with the County of Orange, California. Dougherty was formerly an attorney in Orange County.

General controller Eugene Mueller also announced the following organizational staff changes within the company: P. Vaughn Burdick, executive staff assistant; Lloyd Haw, director of cost-price analysis; John Macedo, director of corporate accounting; Neil Kelly, general auditor; and Thomas Davis, manager of central data processing.

# Mehegan Volume Offers Jazz Piano Analysis

NEW YORK — Jazz pianist-teacher John Mehegan's book, "Contemporary Piano Style" (Watson-Gap Publications, New York) is the fourth in a series of volumes in which he continues the development of his unique approach to jazz theory and improvisation for the piano. He has taken the individualistic harmonic and rhythmic devices employed by the outstanding artists of jazz history and blended them into a comprehensive system.

"The art and 'experiments' of these artists now emerges as a co-ordinated science and is here presented as a learned study for exploration by the advanced music student interested in jazz improvisation. It will inspire any musician to develop his musical talents both intellectually and artistically."

In this volume, the author analyzes and illustrates in full detail the jazz periods. Features which constitute the basic textual sound of contemporary jazz. The first is derived from

the classical works of the 19th century, the second from the 20th century modern composers. He explains and illustrates, using all keys, how their voicings are used in the left hand to suggest a given scale. Or an improvised line in the right. He concludes each lesson with a pouring of a basic line to a popular song.

In Section II, Mehegan demonstrates for the solo pianist, rock voicing patterns in both forms, using simple and complex patterns, block chords and left hand arpeggiation.

Section III outlines "comping" or accompaniment through the different jazz periods. There are illustrations of a rhythmic section for the period prior to 1930; from 1930-1940; and to the present day. The book features an inner spiral binder to help it remain open as a piano music stand.

This volume should enjoy a healthy market in the jazz piano educational field.

JOAN DIAL

# Turntable's 1st Product: Susan King, Smith Analysis

NEW YORK—First product to be released by Turntable Records, new indie label in which retailer Sam Goody is the major stockholder and Sylvia Langier, vice-president, are singles by George Smith and Susan King. Smith, who was lead singer of the new Ink Spots, does "We Had It," backed with "Love Turns to Fire."

Man King made her debut with "Drum Rhythms," backed with "You Got Me a Fix."

Other artists under contract to Turntable include: Mungo, Bobby Harris, Gay Jamison, George Smith and Susan King. Goody, who operates seven retail outlets in the New York City area, will also exercise an A&R function with the label—applying his general knowledge of the selection of sides to be released. The label is also selling up ASCAP and BMI publishing firms; the BMI firm is titled Tru Green Music.

Mina Langier was formerly associated with National Records.

ords years ago and played a part in the introduction of Billy Eckstine, Ames Brothers, the Tavers and other noted artists. Mina Langier stated the label is open to contact by indie producers who wish to negotiate deals.

Producers who have already furnished sides include Earl Robinson, Larry Lucie, O. D. Jamison, Robert Banks and others.

The distributor set-up includes the following: Southland, Atlanta; Mutual, Miami; Mungo, Charlotte; Four State, Cincinnati; Cleve-Disc, Cleveland; United, Houston; B&K, Dallas; Jay Kay, Detroit; Harlow, Leavenworth, Minneapolis; Southern Record Distributors, Nashville; Dave Ross, Philadelphia; Schwartz Bros., Washington; Hamburg Bros., Pittsburgh; Roberts, St. Louis; and others of similar strength.

## Atl.-Atco Distrib Sales Parley Set

CHICAGO — Atlantic and Atco Records distributors will hold sales meetings here, 10-11 at the Continental Plaza Hotel. New Product and the fall sales plan for the two labels will be introduced.

Atlantic-Atco brass on hand for the meetings will include Ahmet Ertegun, Nesuhi Ertegun, Jerry Wexler, Bob Herbert, Les Satchel, George Funness and George Rodanaky, Mill Ross, Clavio Records, will also attend.

The meetings begin after the National Association of Record Merchandisers' convention ends.

## New 4 Corners LP's

NEW YORK—Four Corners Records in distributor meetings here and one on the West Coast have introduced five new albums in its fall release schedule. The artists include the Gunter Klum German Chamber Choir and Orchestra, Francis Hardy, Sergio Franchi, Philip Danks and His Orchestra and Kyriacos and His Orchestra.

## J. Gabler Dies

NEW YORK—Jellius Gabler, founder of the noted Commodore Music Shop, and father of Decca r&b executive Milt Gabler, died Wednesday (28) here. Services attended by many in the industry were held Friday (30) at the Riverside Chapel. Besides Milt, he is survived by two daughters, two other sons and 13 grandchildren.

## Five Impressions Change Name

CHICAGO — The Five Impressions, a Benton Harbor, Mich., group whose "Little Miss Sad" hit the WLS playlist last week, changed their name to the Five Emperors. The group's single, one of the Froppie label is being handled by local disk veteran Ivie Garrison and Fred (Bluddy) Brown, an attorney.

Garrison said the disk sold 18,000 copies in Chicago, Indianapolis and Milwaukee, and is now being offered nationally, with six distributors named.



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# FROM THE BEATLES!

# NARA Asserts at Its Parley: Going to Cook

Continued from page 1

radio making its move. From this moment on, NARA is going to cook.

Indications late Friday were that a NARA splinter group, calling itself "The New Breed," was at work behind the scenes to oust the present control of the organization, and lead it in a more dynamic direction.

Philadelphia deejay Del Shields was to present the new group's program at a luncheon Saturday to be hosted by MGM. Some of the points the group will propose: establishing job security and a national minimum wage base, an employment bureau, opening a permanent NARA office (New York City

recommended as the headquarters base). The group's primary criticism of the present operation is that NARA is active only during convention times, and remains dormant throughout the year.

A fact-finding committee searched for new policies Wednesday, Thursday and Friday here in an effort to improve the association's image, however, the NARA program was aimed at internal improvements as well as a new image.

Members Thursday at the 10th annual meeting—the first held in the South—voted to elect a 15-man committee.

In the running for president were Ed Wright of WABQ,

Cleveland, and Chuck Jackson, KFOX, Los Angeles. Wright was considered to be top contender as of Friday night.

In addition, NARA will increase its vice-presidents to four. The executive vice-president and the president will be members of the 15-man governing committee.

## Largest Ever

The six-day convention is the largest ever held by NARA, according to Mrs. Novella Smith of KPRC, Houston, committee co-ordinator. She said about 400 DJs had registered in advance plus 200 record-men. As of Thursday night, only about 150 had registered, but the big crowd was expected Friday when disk jockeys get off for the weekend.

One of the speakers Thursday afternoon was "Voice of Gemini" Paul Haney, public Affairs Officer of the National Aerospace Administration. Chuck Chellman of Monument Record, vice-president and director of marketing, announced that Sound Stage 7, a Monument subsidiary, will be heavily oriented to r&b. The label—descriptively new—has had many successful pop records. Chellman said that the first r&b release on Sound Stage 7 will be out in two or three weeks. Among the artists signed are: Ronco Shelton, Sam Baker, Littlemore Brown and Bob King. Chellman also announced that Sound Stage 7 and Monument would sponsor an annual scholarship whose recipient will be selected by NARA's board of directors and presented annually at the NARA convention.

## Special Awards

Procter and Drexler's Lenzy Seldner received special NARA awards Friday afternoon. Andrew E. Dalton, of WEUP, Huntsville, Ala., and general



DON ROBEY, head of Duke-Peacock Records, and Mrs. Novella Smith, of KPRC, National Association of Radio Announcers convention chairman, look over the shoulders of Houston DJ's Bob Garner and Al Garner, left. The disk jockey team was preparing to launch the KYOK Radio "Bob and Al Show." Bob Garner is also in sales-promotion for Duke-Peacock.

manager Paul Hoy of KYOK, Houston spoke Friday. Most of the convention seemed to be taken up with backstage wheeling and dealing and entertainment. Johnny Nash was one of the entertainers Thursday night at a cocktail party-dance held by Scooper-Wand Records.

Duke-Peacock, Vee Jay and Constellation scheduled a show Friday night that was to include such stars as Bobby Bland, Jerry Butler, Junior Parker, Joe Hinton, Gene Chandler and O. V. Wright, the O'Jays, Jimmy Washington, and others.

A NARA benefit show, slated for Sunday, was to include such artists as Jackie Wilson, James Brown, the Marvells, Mary Love and others. Brook Benton had to cancel his appearance be-

cause of the death of his brother Alfred Tesy, 36, who died Wednesday.

## Disney Backs Bid

Continued from page 4

could hide the notice in a musical "part" and still claim it was a "reasonable position" under the proposed broad language of the 1965 bill. Also, they think derivative works claiming copyright should point out which is new, and which public domain material, for the benefit of users.

Senate hearings scheduled to open last week were canceled in mid-week due to pressure of unimportant legislation floor action. No new date was set as of Billboard's deadline.



HOUSTON MAYOR LOUIE WELCH welcomes convention members of the National Association of Radio Announcers to town. From left, are the mayor, Al Garner, of KYOK, Houston; Bill Summers, of WLDF, Louisville, NARA chairman of the board; Ken Knight, of WRHC, Jacksonville, Fla.; NARA treasurer, and Jack Gibson, Tamla Motown Records promotion man.

The Great Scots  
"GIVE ME  
LOVIN"  
From Nova Scotia,  
Canada comes a  
new sound...  
a new **EPIC** hit single  
introduced on  
"Shindig," August 4th.



The Fastest  
Growing Name  
in Recorded  
Entertainment.



# KAPP'S PRODUCT FOR PROFIT

## (PHASE I)

 <p><b>ROGER WILLIAMS SUMMER WIND</b></p>	<p><b>Kapp is: The Piano SUMMER WIND AND YOUR SPECIAL REQUESTS</b> Roger Williams KL 1434; KS 3434</p> <p>A delightful collection of current hits and the favorites of Roger's fans, with his exciting piano interpretations blended masterfully with the Henry Mancini Chorus. For the first time, these two talented artists are together in a fabulous LP highlighted by SUMMER WIND.</p>	 <p><b>JACK JONES THERE'S LOVE &amp; THERE'S LOVE</b></p>	<p><b>Kapp is: Great Ballads THERE'S LOVE &amp; THERE'S LOVE</b> Jack Jones KL 1435; KS 3435</p> <p>Jack Jones, the new vocal king, sings a reflection of the great love songs magnificently mirrored by Nelson Riddle. His include "True Love", "Embraceable You", "Young At Heart", and "I Love Him", "So Tender".</p>	<p><b>Kapp is: People</b></p> <p><b>Kapp is: Product</b></p>
 <p><b>THE DO-RE-MI CHILDREN'S CHORUS PLAYING GAMES AND HAVING FUN</b> THE DO-RE-MI CHORUS THE DO-RE-MI CHORUS THE DO-RE-MI CHORUS</p>	<p><b>Kapp is: Young Artists PLAYING GAMES AND HAVING FUN</b> The Do-Re-Mi Children's Chorus KL 1436; KS 3436</p> <p>Warmth and appeal that fits the voice between the end of the middle market (age 6) and the start of the pop-rock market (age 10).</p>	 <p><b>THE BIG HITS OF 1965 HUGO WINTERHALTER</b> HUGO WINTERHALTER KL 1439; KS 3439</p>	<p><b>Kapp is: Hits THE BIG HITS OF 1965</b> Hugo Winterhalter KL 1439; KS 3439</p> <p>The current hit concept and a proven album hit maker combine in this latest effort—and available—new album. Big hits like "Red Room For A Blue Lady", "Gentle", "Downbeat" and "King Of The Road". The past has shown the strength of the buying market for "Kapp" LPs of this type.</p>	<p><b>Kapp is: Reputation</b></p>
 <p><b>TALL MAN WITH A HORN JIMMY SECLER</b> JIMMY SECLER JIMMY SECLER</p>	<p><b>Kapp is: The Trumpet TALL MAN WITH A HORN</b> Jimmy Secler KL 1441; KS 3441</p> <p>Exciting, clean trumpet sounds in combination with "Maurice And Made Of Tin", "You Got My Love To Make Me Warm" and "Believe", from a disc with the personality and the heart to go places in a big way. This combination of assets also tremendous mass merchandising and promotion should produce a new star.</p>	 <p><b>BE MY LOVE ROBERTINO</b> ROBERTINO KL 1438; KS 3438</p>	<p><b>Kapp is: International BE MY LOVE</b> Robertino KL 1438; KS 3438</p> <p>A powerful artist who's never failed to make money, sings an Italian and six English language songs, including the new hit "Two Different Worlds" with 30,000,000 Italian-American families in the United States, is another there is such a consistent market for this product.</p>	<p><b>Kapp is: Quality</b></p> <p><b>Kapp is: Catalog</b></p>
 <p><b>YOU DON'T HAVE TO BE JEWISH</b> JIMMY SECLER JIMMY SECLER</p>	<p><b>Kapp is: Comedy YOU DON'T HAVE TO BE JEWISH</b> KRL 4500; KRS 4500</p> <p>A wildly funny new album by the writer and producer of the famous "First Family" album, performed by Frank Gallo, Jack Clifford, Lou Jacob and others. You just can't have it be Jewish to enjoy this LP, either do your customers.</p>	 <p><b>FAR AWAY PLACES JOHN GART AT THE ORGAN</b> JOHN GART KL 1430; KS 3430</p>	<p><b>Kapp is: Home Sweet Home FAR AWAY PLACES</b> John Gart KL 1430; KS 3430</p> <p>Songs for your musical travels of the magic far-away places, including great songs like "Garden", played by America's favorite homegrown organist. Organ music and organ album sales are back to the record industry.</p>	<p><b>Kapp is: Sales</b></p> <p><b>Kapp is: Merchandising</b></p>
 <p><b>THE WHEELER MAN BILLY EDD</b> BILLY EDD BILLY EDD</p>	<p><b>Kapp is: Great New Artists THE WHEELER MAN</b> Billy Edd Wheeler KL 1443; KS 3443</p> <p>The wonderfully clever country-pop, water-singer now comes into his own! One of the most talented new entertainers in many a year sings "The Wagon Of Mrs. Sarah Green", "Mardi-Grade Dog", "It's A Shame", and other top tunes.</p>	 <p><b>COUNTRY BUDDIES</b> BILLY EDD BILLY EDD</p>	<p><b>Kapp is: Country Hits COUNTRY BUDDIES</b> KL 1443; KS 3443</p> <p>The top names in Kapp's country catalog, Billy Edd Wheeler, Patsy Cline, Warner Mack, Hugh X. Lewis, Glen Garrison, Maybelle Carter, Russ Ray, Preston Hart and Bob Dyl, all with their most appealing sides. Sure-fire appeal and sales to the buyer of Country &amp; Western music.</p>	<p><b>Kapp is: Promotion</b></p>
 <p><b>Saturday night at THE OLD BARN DANCE</b> BILLY EDD BILLY EDD</p>	<p><b>Kapp is: Country &amp; Western SATURDAY NIGHT AT THE OLD BARN DANCE</b> KL 1442; KS 3442</p> <p>All the great country music by the top names in Kapp's country catalog—country barn dance music. More than 75% of the Virginia and Indiana population of the United States has been exposed to the fun and pleasure of this famous show.</p>	 <p><b>THE BEST OF WARNER MACK</b> WARNER MACK KL 1440; KS 3440</p>	<p><b>Kapp is: The Nashville Sound THE BEST OF WARNER MACK</b> Warner Mack KL 1440; KS 3440</p> <p>A dozen of the best country tunes sung by Warner Mack, currently an extremely hot chart artist, including "Four Walls", "Walk On By", "Crazy Arms", "Send Me The Pillow You Dream On". Consistent in sales are always present in Country &amp; Western product.</p>	<p><b>Kapp is: Advertising</b></p> <p><b>Kapp is: Profit</b></p>
 <p><b>CARNIVAL IN RIO 1965</b> ORCHESTRA COPECABANA ORCHESTRA COPECABANA</p>	<p><b>Kapp is: Latin CARNIVAL IN RIO</b> Orchestra Copacabana KL 1446; KS 3446</p> <p>A dozen of the exciting "Carnival" songs from pop and country LPs, done by the famous Orchestra Copacabana. An American tradition comes alive to recording the true Latin flavor as heard in this LP.</p>	<p><b>This is the greatest sales promotion and advertising program in our history.</b> <b>Contact your local distributor for details.</b></p> <div data-bbox="844 1215 916 1390">   <b>KAPP RECORDS</b> </div>		



EPIC RECORDING ARTIST COMEDIAN GODFREY CAMBRIDGE auto graphs his albums at Stern's department store. New York, where his latest Monday (28) promoting his LP's "Ready or Not—Here's Godfrey Cambridge" and "Them Cotton Pickin' Days is Over."

## Carol Sloane Getting A New Image by Col.

By ELIOT TIEGEL

NEW YORK—Carol Sloane is now being groomed in a new career by Columbia Records as a pop vocalist. For the 26-year-old singer, her new pact with Columbia offers her a second chance at record stardom. From 1961-1963, she was an aspiring jazz vocalist with the label after quickly being snared as a result of a Newport Jazz Festival performance.

"I wanted to be a musician's singer then," Miss Sloane said. What concerns Carol these days is working toward the sustaining power of such performers

as Peggy Lee, Ella Fitzgerald and Billie Holiday.

Miss Sloane admits that her first recording career developed too quickly, but now she's ready to face the difficult task of reaching mass audiences.

"I know myself much better now than I did two years ago," she said. Carol's attitude regarding a show business career is that it could take her years to gain stature.

Her career at Columbia is being guided by two a.k.a.s, John Simon and Eric Allschuler. Her first pop single, now getting airplay on Top 40 stations, is "Music," written by Tony Hatch and arranged in a contemporary fashion by Marty Manning.

During her first go-around with Columbia, she recorded two LPs, none of which fulfilled the company's expectations. Carol says she knows where she went wrong and is now tackling singing with somber content. When her contract ran out with Columbia, she quietly withdrew from the record industry, but kept working in clubs and doing TV-radio shows.

For the past several years she has appeared regularly on NBC-TV's "Tonight" show and CBS-Radio's "Arthur Godfrey Time." "My ultimate projection," she said, "is for people 10 years from now to say 'I remember this little girl... I want to be one of those persons who have been around a long time.'"

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## Teen-Age Hops Disk Barometer

By HANK FOX

NEW YORK—The local teen-age hop held at the neighborhood recreation center serves as an accurate and national barometer of music trends and also functions as a farm system for new singers.

"The main advantage of the hops," according to T. J. Johnson, one of the major hop DJ's and promoters in New York, New Jersey and Connecticut, "is that you can talk to these kids and find out first hand what they want to hear. You have the opportunity of playing something new and immediately seeing their reaction."

"The tastes of any one group don't mean very much, but when you're doing three or four hops a week throughout the tri-state area, you get a good cross section of tastes and consequently, you spot trends."

Word of Mouth

Johnson, a former Georgia and West Virginia disk jockey, has emceed hops for the past five years. Deejaying hops at recreation centers, religious institutions, schools and country clubs, he finds that most of his business stems through word of mouth.

"When an organization starts planning a money raising function, it usually considers similar groups that have previously undertaken such efforts. You also, since teen-agers go to many hops, they pass the word on."

Johnson uses mailing lists as his only formal means of promotion, he claims, he regards them as strictly supplementary.

Flat Fee

The financial arrangements between Johnson and the organization are always on a flat fee basis.

At each hop, Johnson employs an engineer to play the records. He also supplies his own equipment even though the hall may already have the facilities.

"Poor equipment will ruin both the hop and the potential appeal of a new record; why take a chance? ... by having someone else spin the disks, I can walk around and talk to the kids—find out reactions," he said.

Johnson usually plays one or two new records at each hop.

"Since these records are unfamiliar to the teenagers, I try to use them six or more times during

the evening. After I play each record once or twice, the kids will come over to me and tell me whether or not they want to hear it again."

By playing the same new recordings at many hops throughout the region, Johnson gets a good idea of the reaction generated. Many times he finds that the flip side of a new record may get more favorable reaction than the "A" side.

All this information goes back to the manufacturer or distributor and subsequently makes its way to the local radio stations and dealers. Occasionally, Johnson informs the local stations directly.

Ken Lutman, district singles promotion manager for Capitol Records, calls Johnson's information "very accurate."

"We rely on people such as T. J. (Johnson) to guide us in formulating and directing the promotion of a record."

Porter Distributors' Joe Grippo airs his views by citing Adam Faith's recording of "It's Alright" as an example.

"When Amy Records released it in August 1966, New York jockeys weren't playing it. But T. J. kept reporting that it was getting big reaction at the hops. Three months later we finally got the DJ's to give it a try. By December it was high in the top 10, both locally and nationally."

Survey Reports

Another way in which Johnson and other 'hop' DJ's keep the industry up-to-date on trends is by writing various survey reports. Johnson's Column in *Tuneless*, a New England record report, is read by disk jockeys, record manufacturers and distributors throughout the country.

The hop has also become a farm system of sorts for amateur singers just about to break into the recording industry.

Exposure Needed

For a new singer with a potential hit, exposure is a must. And with the ever-increasing number of tours, concerts, and television programs featuring singers, stage presence can make or break a recording artist.

The trade has no formal training grounds for singers. Therefore, the hop has become a place where the gap singers are brought before small audiences in a relaxed setting. Here they gain poise and enough "polish" to appear comfortably before a large or even national audience.

## Vic Dana Sets Television Dates

HOLLYWOOD — Vic Dana interrupts a night club schedule this month for a series of TV appearances. In conjunction with the video quest show, Dana will be promoting his new Dot Records single, "Moonlight and Roses."

Dana will appear on ABC-TV's "Night Life" program in New York, Aug. 23, and on Sept. 1 flies to Cleveland for a taping of the "Mike Douglas Show." Dana returns to Los Angeles on Sept. 9 where he will appear as the guest celebrity on NBC-TV's "What's This Song?"

## PEOPLE AND PLACES

Feet, Paul and May will be on a round-the-world tour from Aug. 20-Oct. 3. The group will hit Honolulu, then Brisbane, Sydney, Adelaide, Melbourne and Perth, all in Australia, winding up with dates in France and England. . . . Wayne Fontana and the Madlenders, British group touring the U. S., returned to England Friday (26). While in the U. S., they made two TV appearances for "Hollywood A Go Go" and the "Mike Douglas Show." . . . John Denver is the replacement for Chad Mitchell on Mercury's Mitchell Trio, with the founder beginning a career as a solo artist. The reorganized group has played the Cellar Door, Washington, and opened at the Golden Gate Pops in San Francisco for two weeks. Then it's the Philadelphia Folk Festival and a College concert series.

Herman's Hermits, MGM group, gave a concert at the Rose Bowl, Pasadena, Calif., Saturday (27). The British group is on the second phase of its 30-day U. S. tour. . . . The Highwaymen will play 15 college concerts this fall, starting with Texas Christian Sept. 16, and winding up with Pennsylvania Military College, Dec. 1. TV schedules for the Summer are set for "Dean Martin" and "Hollywood Palace" shows this fall. The girls are currently playing to packed houses at the Copa in New York.

Chubby Checker, Cameo-Parkway artist, will spend September doing personal appearances in England. . . . Robert Goulet will star in the dramatic series, "Blue Light," to be presented over ABC-TV in 1966-1967. . . . Bud and Travis have recorded the theme for the 20th Century-Fox TV series, "The Legend of Jesse James," to be aired over ABC-TV this fall. . . . Bobby Helms is touring Germany. . . . Harold G. Murray and Johnny Russell have signed exclusive contracts with the WM-Hill Agency, New York. . . . Don Bayley's first on Decca release is due this week.

Woody Allen will star on the "Andy Williams Show" Sept. 13 then make the "Ed Sullivan Show" Oct. 10. . . . Bill Cosby was voted as one of the nation's three top comedians in a campus poll conducted by Glamour Magazine. . . . Carol Channing does a CBS-TV Special Fall season. . . . The "Hollywood" and "Johnny" in Los Angeles this month. . . . Miss Channing's "Hello, Dolly!" road tour gets underway in Los Angeles Sept. 14. . . . Sammy Davis does a Thanksgiving Day special over ABC-TV. It's called "Sammy Davis and the Wonderful World of Children."

Ledley Gore will appear in "Gladys" this month and on "Hillbilly" in September. . . . Dee Dee Warwick is set for a September appearance in New York's Apollo. . . . Ray Drusky is off to England for personal appearances. . . . The 4 Seasons play Atlanta City's Steel Pier Aug. 15-21. . . . AARON STERN FELD

## Ellington, Fiedler Make Tanglewood a Go-Go Spot

LENEX, Mass. — A live recording stint by RCA Wednesday (28) of a concert featuring Arthur Fiedler and the Boston Pops Orchestra with Duke Ellington completely divvied this long-hair stronghold at Tanglewood.

Fiedler opened proceedings with "Amperio Rosa, Spanish March," followed by the overture to "Post and the Boston Pops Orchestra with Duke Ellington completely divvied this long-hair stronghold at Tanglewood."

With Ellington at the piano, Fiedler and the composer-pianist blended in a series of elegant numbers, including "Mood

Indigo." "I'm Beginning to See the Light," "Sophisticated Lady" and "Satin Doll." The arrangements by Richard Rodney Bennett were sparkling, sprightly and witty, and drew cheering and applause from the crowd.

After Ellington's turn, Fiedler ramped through vigorous treatments of selections from "My Poppin'" and ended with a "celebration" of music. He gave five encores, including "I Want to Hold Your Hand."

The program was a sellout and Ellington's Pension Fund benefited. RCA Victor has a prize record from the session.

ROBERT SOBEL

*thanks a million, deejays.*

# "IF I DIDN'T LOVE YOU"

Wand 188

*your strong support has  
made the record a smash!*

# CHUCK JACKSON

Personal Management:

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New York, N. Y. 10019  
Paul Centor, Vice-President

Direction:

**SHAW ARTISTS CORPORATION**

565 Fifth Avenue  
New York 17, N. Y.



## ITINERARY

July 22-July 24,  
Basin Street East, N. Y. C.

July 26-Aug. 1,  
Forty Thieves, Hamilton,  
Bermuda

(Just Broke the All-Time  
Attendance Record)

August 9,  
Detroit, Mich.

August 11,  
Milwaukee, Wis.

August 12,  
Minneapolis, Minn.

August 14,  
Dayton, Ohio

August 15,  
Columbus, Ohio

August 18,  
Oklahoma City, Okla.

August 19,  
Longview, Tex.

August 20,  
Beaumont, Tex.

August 21-Aug. 22,  
Houston, Tex.

August 24,  
Lubbock, Tex.

August 25,  
El Paso, Tex.

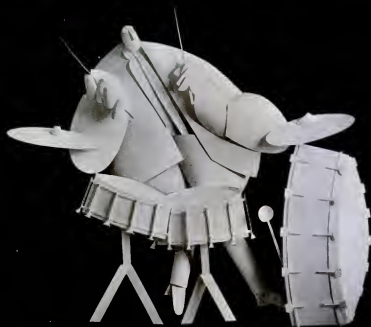
August 26,  
San Antonio, Tex.

August 27,  
Galveston, Tex.

Sept. 3-Sept. 9,  
Apollo Theatre,  
New York City

Sept. 11-Oct. 10,  
One Night Tour

# NEW ALBUMS FOR AUGUST



12 hits in his best selling style includes "Blind," "Laughing Guitar," "The Restless Pack" and "Rebel Soul." In Dynagroove sound. LPM/LSP-3432



Official band of the World's Fair in 6 Broadway overtures, "The Sound of Music," "Fiddler On the Roof," more. In Dynagroove sound. LPM/LSP-3403



Big teen attraction. "Blue on Blue," "Not Every Day of the Week," "I Love You So Much It Hurts," 9 other hits. In Dynagroove sound. LPM/LSP-3408



A highly acclaimed and swinging new singer does "Misty," "Take Five," "The Song Is You," "Hello, Dolly!" & more. In Dynagroove sound. LPM/LSP-3397

## OUTSTANDING NEW RED SEAL RECORDINGS



Signals a renaissance of interest in this exotic and fascinating music. Lewenthal's performances are great! In Dynagroove sound. LM/LSC-2815



Distinguished artist-musicians presenting these Baroque treasures in the great European tradition. Six concertos on 2 L.P.s. LM/LSC-7038



A dynamic collaboration, the only recording of the two musicians together. Kapell's mastery contributes to the legend. LM-2831 (Mono only.)

# ON RCA VICTOR

THE MOST TRUSTED NAME IN SOUND

## EXCITING NEW POP ALBUMS



6 traditional native songs on 1 side and 6 modern songs on the other, recorded at Tahiti's top tourist spot, Quinn's Waterfront Bar. LPM/LSP-3344



12 songs that trace Jim's career. "I Know One," "Limbo," "Lichenod Crane," "Twelve O' Twill," "Jimbo Jamline," "I'm Hurtin' Inside." LPM/LSP-3427(s)



Top material by this hit country artist includes "Kentucky Waltz," "She Reads Me Like A Book," plus 10 more. In Dynagroove sound. LPM/LSP-3381



Floyd adds big band sound for big appeal in "Downtown," "Red Roses For A Blue Lady," "Mr. Lonely" and 5 more. In Dynagroove sound. LPM/LSP-3405



Great artists, great songs, great album. "Harbor Lights," "You're Breaking My Heart," "La Noche," 6 others, in Dynagroove sound. LPM/LSP-3413



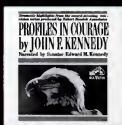
Carrying on the family name with his own hits, "Lonesome 7-7203," "Premature Blue," "It's Miss You," 9 more. In Dynagroove sound. LPM/LSP-3359



His many fans will welcome this addition to his recordings. Tenor Peter Pears joins him to sing six of Dowland's most charming lute songs. LM/LSC-2819



Rubinstein's ever-growing art flows in these warm, elegant performances. 2 L.P. set contains 8-page insert. In Dynagroove sound. LM/LSC-7037



Finally acted performance of seven climactic moments from the widely hailed TV series. Sen. Edward Kennedy provides the narration. VDM-103



From the sell-out Carnegie Hall recital, includes her great performance of the Mozart "Alleluia" and four Russian songs (in Russian). LM/LSC-2835





# SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 141—Last Week, 104

\*This record is predicted to reach the TOP 40 EASY LISTENING Chart.

## POP SPOTLIGHTS

### TOP 20

Spotlights—Predicted to reach the top 20 of the HOT 100 Chart

**THE OAVE CLARK FIVE—CATCH US IF YOU CAN** (Bramton, BMD)—Kinked out by popular demand is this pulsating rocker from their forthcoming film and soundtrack album "Having a Wild Weekend." Smash follow-up to "I Like It Like That." Flip: "On the Move" (Bramton, BMD). **Epic 9633**

### TOP 60

Spotlights—Predicted to reach the top 60 of the HOT 100 Chart

**IAN WHITCOMB—N-E-R-Y-O-U-S!** (Burdette, BMD)—More wild, off-beat and humorous material from the "You Turn Me On" lad with the same teen potential as the former. Flip: "The End" (Burdette, BMD). **Tower 155**

**ROY ORBISON—RISE AWAY** (Acuff-Rose, BMD)—Marking his debut on the MGM label, Orbison has a winner in a driving piece of material that moves from start to finish with a strong dance beat. Flip: "Wandering" (Acuff-Rose, BMD). **MGM 13386**

**SOLOMON BURKE—SOMEONE IS WATCHING** (Web It-Fadet, BMD)—On the heels of his "Tough's the Night," Burke will top this hit with this soulful ballad reading backed by big band sound and vocal group. A winner! Flip: "Dance, Dance, Dance" (Cosillon-DeFaux, BMD). **Atlantic 2299**

**CONNIE FRANCIS—ROUNDABOUT** (Lends, ASCAP)—Merging the true Francis talent with that of England's composer-arranger Tony Hatch of "Downtown" fame, this off at this well-performed ballad with rhythm backing. Flip: "Boss Nova Hand Dancer" (Francis, ASCAP). **MGM 13389**

**CHUCK JACKSON & MAXINE BROWN—CAN'T LET YOU OUT OF MY SIGHT** (Screen Gems-Columbia, BMI)—An exciting raucous swinger to top their recent hit "Something You Got." Flip: "Don't Go" (Flemar-Chuck & Betty, BMI). **Wand 191**

**BARRY McGUIRE—EYE OF DESTRUCTION** (Trousdale, BMI)—Strong vocal interpretation from former New Christy Minstrels member is backed by a solid disco beat. Controversial message lyric aimed at teen-age thinking leaves a lot to be desired. Flip: "What Exactly's the Matter With Me" (Trousdale, BMI). **Oustell 4009**

**GEL SHANNON—MOVE IT ON OYER** (Yield, BMI)—Pulsating Bo Diddley sound backs a wailing vocal performance that should reach higher than the charts. Flip: "She Still Remembers You" (Vielco-Briggs Tunes, BMI). **Amy 937**

**THE OLYMPICS—BABY I'M YOURS** (Regent, BMD)—Following up their successful "Good Lovin'," the group should hit fast and hard with this meaningful blues ballad with full rich backing. Flip: "No More Will I Cry" (Towles & Arrie, BMI). **Loma 2817**

**THE EYERLY BROTHERS—LOVE IS STRANGE** (Ben Chalk, ASCAP)—Strong revival of the Mickey and Sylvia club should make the Eyerlys rapidly up the chart. Good narration, vocal and guitar work, with an English-Nashville feel. Flip: "Man With Money" (Acuff-Rose, BMD). **Columbia 43359**

**LINDA GAYLE—GOODNIGHT, IRENE** (Lodlow, BMI)—Big sound is this rousing tone revival of the classic. Great discotheque best backs strong debut vocal and group. Flip: "Stop, Look, Listen" (Hill & Range, BMI). **Wanor 3649**

**THE FIVE EMPRESS—LITTLE MISS SAO** (Radford, BMI)—Hard pounding fender guitar drives this strong vocal performance home. Left handed that should go all the way. Flip: "Hey Lover" (Rosenovell, BMI). **Fremper 101**

**MARY LOVE—I'VE GOTTA GET YOU BACK** (Jobette, BMI)—Soft sell swinger with a fascinating vocal reading backed by pulsating dance beat. Flip: "Hey Stoney Face" (Jobette, BMI). **Modern 1010**

## CHART

Spotlights—Predicted to reach the HOT 100 Chart

**THE MILLER—I'm On Your Mind** (Jobette, BMI). **MAGNET 101**

**THE MILLER—I'm On Your Mind** (Jobette, BMI). **COLUMBIA 43360**

**THE MILLER—I'm On Your Mind** (Jobette, BMI). **ASCAP 43361**

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**THE**

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DON'T  
BELIEVE**

the  
**GUILLOTEENS**  
**HBR 446**  
**B/W HEY YOU**

# TAPE CARTRIDGE TIPS

by Larry Finley

After reading last week's **BILLBOARD**, many record companies are probably wondering why International Tape Cartridge Corporation (ITCC), a subsidiary of The Dextra Corporation, placed orders for one million four track Fidelity cartridges and one million Lear-Stereo eight track cartridges.

The answer is very simple. It is our feeling that both systems will be around for a long time to come—just as we have the 45 and 33½ rpm's (not to forget the Orthonic cartridges which also has great merit).

As of the present time, ITCC is the ONLY COMPANY that offers record companies, as well as cartridge distributors, both the four and eight track systems. ITCC is the ONLY COMPANY to offer both the system together with complete distribution through the electronic, automotive and OEM (Original Equipment Manufacturers), as well as through record distributors.

Our knowledge of selling, and the advantage we have in offering both systems, can help record companies get those "plus" dollars. ITCC goes to the extent of helping record companies set up their distributors so that our unique selling plan encompasses everything a record company is looking for.

ITCC's first catalogue is already closed, and we are happy that many of the parts of the industry have joined with us to permit a complete schedule of 500 complete cartridges. Our delivery schedules are set up to begin on August 15th.

So many other companies want to get on our bandwagon that we will have a second printing in the very near future.

We never realized how great the interest was in the tape cartridge business until this past week. We have received almost 100 telephonic and written inquiries from dealers and distributors in all parts of the country.

We are working overtime to send out information and samples. If you are one of the people who contacted us and have not received a reply as yet, please be patient a few more days.



INTERNATIONAL TAPE CARTRIDGE CORPORATION  
1290 Avenue of the Americas  
New York, New York 10019

212: 265-4485

Complete line of stereo tape cartridges priced at \$2.95, \$3.95, \$4.95, \$5.95 and up.

# Cilla Black Strong, 'Book' Lacking at Persian Room

NEW YORK — Cilla Black, making her Hotel Plaza debut here Monday (26), was long on pose, off-beat humor and vocal ability, but short on material befitting the Persian Room.

The British vocalist who replaced for Capitol developed a fresh personality and voice, coming on strong with a bright "You'd Be So Nice to Come Home To."

Unfortunately, she relied heavily on the British pop material she brought with U. K. two-agers, but was lost on an American adult audience.

Miss Black was effective with standards, particularly "Fever," which contained such ad-lib lines as "they told me to be sexy" and "is it working?"

## Signings

Eddie Harris, trombonist, has signed with Atlantic Records. His first Atlantic album will be recorded for their release. . . . Neil Young, disk jockey on KHEY, El Paso, has left Capitol Records and signed with Frigate Records. His first Frigate release should be out in a couple of weeks. . . . The Highwaymen have signed a new ABC-Paramount contract. The group is managed by Ken Kesey and is under the musical direction of David Fisher. . . . Billy Amell and His Sparkies are now under a long-term contract with Jack Goldberg's Cloud Records. Felix Balkin will supervise the publicity campaign for their release. . . . Joe Stafford has signed with Dot. Her first album will team her with husband Paul Weston. . . . Buddy Kautz has joined the Reprise roster. . . . The Profiles have signed with Al Goffman's Goff Records. . . . Dick Robinson has been signed to a long-term contract by RCA Victor.

Alberto Rocchi is now under contract to Mercury and GCA Records. The Italian, who has signed with United Artists, will record for the UA subsidiary, Ascot. . . . Bob Bruner, Cincinnati and television personality, has signed a contract with Hank Harker for production and placement of a new master.

**Col. to Wax 'Drot'**  
NEW YORK — The original score for "Drot" the Cat, the musical which opened on Broadway Oct. 9, will be recorded by Columbia Records. It will be the only musical to be recorded by Columbia this season.

Standout number was her treatment of "September in the Rain."

The Persian Room performance demonstrated that Miss Black is in command of her material and her audience. With the material more nearly in line with the audience's taste, she could be a blockbuster.

DON OVENS

## Gloria Coleman 4 Driving Jazz Unit

NEW YORK — The Gloria Coleman Quartet, which opened at the Five-Spot here last week, plays a driving, sexy brand of jazz that assails the listener with a happy feeling.

Wednesday night (6), the group let loose with improvisations of two standards—"If I Should Leave You" and "Secret Love"—and one classical selection—the "Goin' Home" theme from Debussy's "New World Symphony"—with abandon seldom found in the disciplined contemporary cool jazz.

None of the selections were from the group's recently released "Soul Sisters" album on Impulse.

Leader is Gloria Coleman, who plays a fine jazz organ. Miss Coleman started as a bass player for Sonny Stitt and Willis Jackson, and handles the organ with a skill and feeling that places her among the best.

The rest of the group—Harold Outley on brass, Paul Roberts on drums and Eddie Diehl on guitar—all exhibited high degrees of musicianship, and the group must be rated high in the roster of jazz combos.

Jorge Morel, an accomplished Argentine guitarist who recorded on the Village Gate label, opened the bill.

AARON STEINFELD

## Patti Page Tour

HOLLYWOOD — Patti Page has scheduled a six-week concert tour of the Far East with stops in Korea, Hong Kong, Tokyo and Australia. She leaves for the series of personal appearances Oct. 9.

Following her concert tour, Miss Page tapes the first of several guest appearances on NBC-TV's "The Oscar Martin Show." She is currently appearing in "Annie Get Your Gun" at the Dallas Music Box Theater, and will open a three-week engagement at the Nugget in Sparks, Nev. Aug. 26.

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on Dooto's  
Best Selling  
Comedy Albums

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**DOOTO RECORDS** #102 E. Central, Los Angeles 2, Calif.

# Billboard TOP 40 EASY LISTENING

These are best selling singles of the week compiled from national retail sales and radio airplay data listed in each issue.

	W	T	R	F	S	S	DATE	ARTIST	WEEKS ON CHART
1	1	5	—	—	—	—	10/26	SAVE YOUR HEART FOR ME Roy Clark, RCA Victor 4582 700	3
2	3	7	7	—	—	—	10/26	HOLO ME, THRILL ME, KISS ME Doris Day, Warner Bros. 4411	9
3	14	19	24	—	—	—	10/26	YOU WERE ON MY MIND The Mims, ABC 700	7
4	2	4	5	—	—	—	10/26	THEME FROM "A SUMMER PLACE" The Carols, Warner Bros. 4407	9
5	7	8	11	—	—	—	10/26	YOU'D BETTER GOME HOME Frankie Laine, RCA Victor 4582	6
6	4	2	3	—	—	—	10/26	TWO MANY RIVERS Brenda Lee, RCA Victor 4582	11
7	5	3	2	—	—	—	10/26	3 MARIE The Carols, Warner Bros. 4407	11
8	9	11	14	—	—	—	10/26	ONE DYIN' AN' A BURNIN' Eagles, RCA Victor 4582	6
9	15	18	—	—	—	—	10/26	IT'S GONNA BE FINE The Yachtmen, RCA Victor 4582	6
10	34	—	—	—	—	—	10/26	HOUSTON Donna Martin, Warner Bros. 4407	2
11	24	—	—	—	—	—	10/26	IT'S TOO LATE EASY, TOO LATE Arthur Popper, RCA Victor 4582	2
12	13	15	15	—	—	—	10/26	MOON OVER NAPLES The Carols, Warner Bros. 4407	7
13	17	20	—	—	—	—	10/26	HERE I AM Brenda Lee, RCA Victor 4582	7
14	20	23	—	—	—	—	10/26	CANADIAN SUNSET The Carols, Warner Bros. 4407	2
15	36	—	—	—	—	—	10/26	MOONLIGHT AND ROSES The Carols, Warner Bros. 4407	2
16	6	1	—	—	—	—	10/26	(Sach An) EASY QUESTION The Carols, Warner Bros. 4407	3
17	21	22	—	—	—	—	10/26	FLY ME TO THE MOON The Carols, Warner Bros. 4407	6
18	29	33	—	—	—	—	10/26	SUMMER WIND The Carols, Warner Bros. 4407	3
19	23	26	—	—	—	—	10/26	COWIE, COWIE The Carols, Warner Bros. 4407	3
20	—	—	—	—	—	—	10/26	IS IT REALLY OVER? The Carols, Warner Bros. 4407	3
21	22	23	—	—	—	—	10/26	AFTER LOVING YOU The Carols, Warner Bros. 4407	6
22	33	37	—	—	—	—	10/26	WHERE WERE YOU WHEN I NEEDED YOU The Carols, Warner Bros. 4407	1
23	—	—	—	—	—	—	10/26	YOU CAN'T BE TRUE DEAR The Carols, Warner Bros. 4407	1
24	27	31	—	—	—	—	10/26	I DON'T WANT TO LIVE (Without Your Love) The Carols, Warner Bros. 4407	3
25	31	36	36	—	—	—	10/26	THE SWEETNEAT TREE The Carols, Warner Bros. 4407	4
26	—	—	—	—	—	—	10/26	TWO DIFFERENT WORLDS The Carols, Warner Bros. 4407	1
27	32	34	34	—	—	—	10/26	THE SWEETNEAT TREE The Carols, Warner Bros. 4407	5
28	—	—	—	—	—	—	10/26	I CAN'T BEGIN TO TELL YOU The Carols, Warner Bros. 4407	1
29	6	4	4	—	—	—	10/26	A LITTLE BIT OF HEAVEN The Carols, Warner Bros. 4407	10
30	23	32	39	—	—	—	10/26	MOONGLOW & THEME FROM PIGPIC The Carols, Warner Bros. 4407	4
31	26	28	37	—	—	—	10/26	IT HAPPENED JUST THAT WAY The Carols, Warner Bros. 4407	5
32	10	12	12	—	—	—	10/26	TRAINS AND EATS AND PLANES The Carols, Warner Bros. 4407	6
33	22	25	31	—	—	—	10/26	I'M A FOOL TO GARE The Carols, Warner Bros. 4407	1
34	—	—	—	—	—	—	10/26	NOBODY KNOWS YOU WHEN YOU'RE DOWN AND OUT The Carols, Warner Bros. 4407	1
35	16	17	17	—	—	—	10/26	THEME FROM MARLOWE (Lonely Girl) The Carols, Warner Bros. 4407	6
36	—	—	—	—	—	—	10/26	SIMPLE GIMPEL The Carols, Warner Bros. 4407	1
37	—	—	—	—	—	—	10/26	SUMMER WIND The Carols, Warner Bros. 4407	1
38	37	34	34	—	—	—	10/26	MY MAN The Carols, Warner Bros. 4407	8
39	35	35	35	—	—	—	10/26	THOSE MACHINERY MEN IN THEIR FLYING MACHINES The Carols, Warner Bros. 4407	5
40	—	—	—	—	—	—	10/26	I'M LETTING YOU GO The Carols, Warner Bros. 4407	1

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New Orleans • KBOX Dallas • KNUZ Houston • KBLA Los Angeles • WORC Hartford

Home Of The Brave (written by Barry  
Mann and Cynthia Weil)  
b/w This Is The Life  
(from "Golden Boy")



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*Home of The Brave*





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## MARION WILLIAMS: FESTIVAL PLEASER

### Gospel Singer the Rage at Antibes

ANTIBES, France — Gospel singer Marion Williams, backed by Tommy Brown and the Jubilation, took principal honors at the sixth Antibes-Juan les Pins Jazz Festival.

The predominantly French 3,500 audience at the open air show in the Stadium could really get the message as her big, vibrant voice with its spectacular range soared joyfully up into the stadium sky.

Whatever she is featured on the Antibes program next year, it's a safe bet that a gospel group will be engaged.

Further proof of the French enthusiasm for this music was the spectacular success of the Jazz Mass on the second day—a Sunday-of-the-Festival.

The Mass, attended by 5,000 was conducted by the Abbe Guy de Flans, a former bass player with the Claude Bolling band, and it was followed by a recital of gospel songs by Marion Williams and her group.

The Marion Williams concert was distinguished by the high degree of communication between artist and audience, a factor noticeably lacking in the performance of other artists.

The great vitality and enthusiasm of Marion Williams was so infectious that in no time at all she had warmed up a fairly staid audience, and at the end, when she produced a soaring version of "The Saints," they just wouldn't let her off the stage.

#### Impressive Start

The Festival got off to an impressive start on Saturday with the French debut of the Boy Edgar Big Band from Holland. This 19-piece band, featuring a seven-man saxophone section, has been together four years and it played with great precision and drive. Featured as guest soloist was trumpeter Benny Bailey, now a resident of Germany, who produced some characteristic high-note work on "Summerline."

The Boy Edgar band was followed by the Quartet of Danish violonist Svend Asmusen—and the first surprise of the evening. Asmusen's quartet featured MIQ leader John Lewis on piano. Lewis, an old friend of Asmusen, was staying in Nice and he agreed, at the

last minute, to sit in on piano. The quartet was completed by the bassist and drummer of the Boy Edgar band.

#### Assmusen Swings

Assmusen, a tasteful player with a very classical tone, swung his way through an improvised program featuring "Take the A Train," Toots Thielemans' "Blue Lady" and "Someone to Watch Over Me." Lewis' piano playing was lustful and delicate as ever and blended excellently with the happy, lilting quality of Assmusen's violin.

But the jazz highlight of the

evening was the appearance of Donald Byrd, pinch-hitting for Stuff Smith, recovering in a Paris Hospital.

Byrd, backed by the rhythm section of the Dutch band, played magnificently. He followed an incisive up-tempo version of "Moon River" with a beautiful interpretation of "Come Run or Come Shine."

Byrd hears the changes so clearly and plays them so closely that his playing seems almost effortless. His manner is joyful in the truest sense and soulful.

(Continued on page 24)

## Drug Retailer Fights Disk Ban Proposal

LONDON — Britain's largest chain of drugstores, Boots, is contesting a resolution that could put an end to its record departments in stores throughout the country.

The Pharmaceutical Society decided that drugstores should not sell products outside their normal range of medical and toilet preparations. Boots, however, is contesting the council's rights to tell druggists what they should sell outside of pharmaceutical goods.

They claim that druggists should be allowed to decide

their own trade sales policy and that a restriction on future trading arrangements was a restraint on their business.

At a mass meeting in London, 6,500 druggists voted overwhelmingly not to carry records in their shops.

Boots has a massive expansion plan which involves opening departments in those chain's stores which don't already have them.

## HOUSTON ORK, A-Z ENTER DEAL

HOUSTON — The 105-piece Houston All-City Symphony Orchestra, conducted by Harry Laotz, has signed a contract with the A-Z Old Record Co., Paris, which will give the orchestra 5 per cent of all money received through sale of an album to be waxed in Europe. The contract signed by Laotz is exclusively for Europe, and recording rights for the U. S. and England will be retained by the orchestra. A scholarship fund will be established with the proceeds of the album. A cover for the 50-minute long album will be a color picture of the orchestra in Houston.

## Top Talent to Perform At City Hall opening

TORONTO — The new \$30 million Toronto City Hall will be officially opened Sept. 13 with a week-long celebration that winds up with a Toronto A-Go-Go night featuring half a dozen of Canada's top recording artists.

The evening of the official opening of the architecturally striking City Hall, a historical pageant with massed military band, will be presented in Nathan Phillips Square in front of the City Hall. The following night the program will offer performances by the Toronto Symphony Orchestra, the National Ballet, and the Canadian Opera Company. The third night of the festivities there will be square and round dancing to live bands. The next night will be a sports night, on Friday it will be Nationbuilders '65, a spectacular show of ethnic songs and dances.

The week-long celebration

## Cantastorie to Turi Di Prima

BOSSBO — Turi Di Prima was named "Italian Troubadour" at the annual contest of Cantastorie (Story Singers) with his rendition of "The Tragedy of the Tanker Luisa."

With words by Vittorio Alberti and music by Ignazio Riviera, the song recounted the recent sinking of an Italian merchant ship. Other top-rated songs dealt with a recent honor murder, the activity of a dynamiter and the building of a road. In the previous year's competition, the leading theme was the assassination of President Kennedy.

The Cantastorie, essentially a part of Sicilian folklore. However, it has its exponents in every part of Italy although it is more popular in the south than in the north. It originated with songs about the exploits of notorious bandits.

## London Fans Mob Beatles At Premiere

LONDON — About 10,000 screaming, mobbed London's Piccadilly Circus Thursday (29) when the Beatles arrived for the premiere of "Help," their second movie. Some 250 police attempted to restrain the crowd. Ambulances were summoned to take away the casualties as 14 girls fainted.

The quartet received louder cheers than Princess Margaret, the chief guest in a state-studded audience.

"Help" is a 90-minute slapstick comedy about the Beatles being chased around the world by oriental villains hot on the trail of a priceless sacrificial ring owned by Ringo Starr. The film is directed by Philadelphia Richard Lester.

"Help" is due to open in the United States on Aug. 11, two days before the Beatles leave England for an American tour.

ends Sept. 18 with a show and dance emceed by Tarian recording star Bobby Carroll and featuring the Liverpool Set, whose first single for Columbia in the U. S. has just been released. RCA Victor's J. B. and the Playboys; Capitol's Big Town Records; Roman Records; David Claydon Thomas and the Shays; and Leo and Lee and the Checkmates.

The Mayor's Committee for Toronto A-Go-Go night includes Gene Kirby, program director of CKRY, chairman of the Committee; Allan Slaght, p.d. of CHUM; and Jack Dawson, station manager of CFRB; with representatives from the city's newspapers. General chairman is William Vanderburgh, Coca-Cola advertising manager, whose new commercials feature several of the group appearing, and Jack Richardson, radio-TV account executive on the Coke account at McCann-Erickson, is also on the committee. Fred, CFTO-TV producer, is producing Toronto A-Go-Go. In charge of the festivities is "Mr. Burren." Jack Burren, executive producer of the Grandstand Show at the Canadian National Exhibition.

The city has budgeted \$50,000 for the celebration, and the Toronto Musicians Association is co-operating by providing live music through a grant from the Trust Fund of the Recording industry.

## CBS's London Plant Rolling

LONDON — CBS's new pressing plant at Aylebury, some 35 miles from London, is now in full operation. This factory, which was started prior to the Oriole take-over by CBS has 45 presses currently fully occupied.

Transfer from the old Oriole factory has been taking place during the past three months, the old building now being used for pressing and storage. It is Obenshine, from the U. S., is now director of operations in charge of the factory and production. His office is at 104, New Bond St.

Peter de Rougemont, European vice-president of CBS, was in London after the CBS Miami convention, en route to visit the new CBS company in Israel with Harvey Schein.

## MAXIN HEADS FOR EUROPE

LONDON — Arnold Maxin, executive vice-president and general manager of the Big 3 Music Corp., arrives Wednesday (11) for meetings with the company's European affiliates. He will be here and in Europe for about a week. In London he will confer with executives of Day & Hunter, B. Feldman & Co. and Robbins Music, Ltd., and will have talks with Maurice Jure who is completing the "Do-Whigway" album. He'll also visit the Big 3 Paris office.

**ROSES AND RECORDS IN MIXTURE**

THE HIT SINGLE, "Red Roses for a Blue Lady" from Bert Kaempfert's "Blue Midnight" album inspired a record company promotion in the downtown Toronto (left) one of Canada's largest dealers, and Simmona Flowers (above). The two stores are across the street from each other in downtown Toronto. Sam's offered a free rose with each purchase of the Decca album, while Simmona's rose laden window prominently promoted the song and album.



# WE NEED THIS AD LIKE A HOLE IN THE HEAD!

we got the record but if you need the proof  
HERE'S THE ACTION

## HANG ON SLOOPY

**McCoys**  
BANG 506



WMCA  
KFWB  
WPGC  
CKLW  
WIZE  
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WEAM  
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WCPO  
WHOT  
WBZ  
WLS  
WMEX  
KIMN  
WIL  
WCFL  
WCOL  
KXOK

WAKR  
WDGY  
KEWB  
KOKA  
WFUN  
WPLO  
WLAC  
WXYZ  
KRUX  
WPOR  
KHJ  
WORC  
WDRC  
WVC

TEMPO  
THE MORE EXCITING OF THE TWO RECORDS

WRIT

WHK

WAMO

WIBG

PHILLY/5.7 (Joe Nigera)  
PICKS OF WEEK WON BY 3 TO 1

**LEGIT SALES 125,000 1 WEEK + 3 DAYS**

**WATCH  
US  
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FROM THE  
GANG AT BANG

**BANG**  
RECORDS



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# GO GO GO WITH THE LIVERPOOL SET



"MUST I TELL YOU?"

b/w

"MISS YOU SO"

4-43351

EVERYTHING'S GOING FOR COLUMBIA RECORDS



CBC PHOTO

EXCLUSIVE MANAGEMENT:  
MOXIE WHITNEY OFFICE  
ROYAL YORK HOTEL  
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363-1329 (AREA CODE 416)



**Spin It! It's a Winner!**  
**Johnny Tillotson**  
**Heartaches by the Number**

A Tanbridge Production

K-13376

MGM Records is a division of Metro-Goldwyn-Mayer, Inc.



# Part to Mark Launching Of WB-Pye Release Deal

LONDON—The Warner Bros. label will be officially launched under its new British release deal with Pye at a party at London's Kensington Palace Hotel Aug. 19, Warner Bros. president Mike Mainland and Allan Sherman will be among Americans attending.

In addition to disk jockeys and newsmen, Pye has invited British artists whose records are released on Warner Bros. in America, including the Kinks, Petula Clark, Sandie Shaw and the Rockin' Berries. The party precedes by one day Pye's annual sales conference which will be staged heavily on Warner Bros. Mainland will be among those addressing the company's sales staff throughout Britain. Another speaker will be Jim Bailey, Pye's newly appointed international head.

Plans to hold such occasions by managing director Lou Berjani are Pye's European licences.

The first new Warner Bros. product will be issued Aug. 20 and will be backed by a unique promotional campaign. A nationwide window display contest for record dealers will be divided into two classes—windows dressed professionally and small shops.

Blackpool is just one of the major music resorts at which there will be special campaign events. Pye has even arranged for elephants to parade the beach with advertising matter. A cocktail party to which dealers will be brought by coach from the north of England will coincide with marking on Blackpool's illuminations Sept. 3.

At the Belle Vue pleasure ground in Manchester, a week of summer festivals will be devoted to WB campaigning.

Twenty-three major provincial newspapers will carry a series of summer features which will appear in the trade papers, and there will be similar pro-

motion in ATV's chain of bowling alleys and through ABC films.

In addition, there will be TV and radio advertising, and blanket national coverage of full-color posters.

HOLLYWOOD — Pye Records of London will receive its first batch of Warner Bros. Records Friday (20) when Warner Bros. President Mike Mainland and comedian Allan Sherman present the first 12 albums at Pye's national sales convention.

Pye has handled Reprise product for the past several years. Mainland revealed his London trip at the recent touring sales show in Los Angeles, New Orleans, New York and Chicago (Billboard July 31).

WB artists scheduled for tour include the Everly Brothers, Peter, Paul and Mary, and Dick and Dee Dee.

Continued from page 26

international TV series "The Mayor of Simsbury," and *Nashville* Brown co-star of the show now living in London, made it big here with their first album titled "The Front & Back of Berry Crispian and Nocturnal Brown." This is in keeping with Festival's policy of releasing artists and actual soundtracks from top-rated Australian TV shows.

To tie in with the opening of Columbia Pictures Film "Major Dundee" Australian film company, Ltd., has released Mike Miller's single of the title theme. The release of the soundtrack album will follow within the next couple of weeks. Both are on CBS.

ABC has also raised the Village People's Epic single "The Fighting Man in Their Flying Machine" which has been re-released in the U.S. and Canada over the past two weeks. T.M. Music is active with a record by Ray Brown, "Cool, Cool, Cool." Also re-released from playing "The Love" a title from the Columbia film "Major Dundee." T.M. Music arranged with both RCA and Capitol to have singles on the title released by Eddy Arnold and Wayne Newton.

Meanwhile, Belinda Miller's promotion department, headed by Tony Brady, has launched contests around its series "Elvis Presley." To celebrate Presley's 10th anniversary in show business, a two-week "Write a Greeting to Elvis" campaign is being conducted over radio 2 U.W. cloning into a one-hour all-Elvis music program. The winner of the competition will be given a Presley album and a "Fly-Away Ticket" to the competition. **GEORGE HILDER**

## TORONTO

More Canadian recording talent will be appearing on "Hullabaloo" this season. Bill Davis, ex-Canadian Broadcasting Corp. TV producer who now directs "Hullabaloo," is spending the summer in Toronto, working on several shows. He is also producing TV and other TV projects, and has been catching the talent in the clubs and collecting disks by Canadian talent to present to producer Gary Smith. Columbia Records in the U.S. has picked up another Canadian group, Johnny and the Canadians, from Toronto. They are a vocal and instrumental septet, who won the crown in their first year in the Frisco contest in Toronto last month in "Say Yeah" and "A Million Tears Ago," released on New York's RCA.

Rich French-Canadian market caught the attention of Adam Clayton, Jr., who is now in Canada, based in London. He recorded his big hit, "It's Alright" and its follow-up "Talk About Love." They are on the new Capitol's French-Canadian label.

Art Records has acquired the

international rights to "The Wreck of the Dove" by King Cole and His Orchestra, which was very big in the Caribbean and is reportedly due for valuable promotion in the Caribbean in the next James Bond movie, "Thunderball." In addition to distribution in Canada, it's on Air in the U.S. through Comco. The Equinox, the first of the pop groups to be signed for Capitol Records, is a low-key, low-budget Canadian talent, have an old style Holly Inverle, "Love's Like a Foot of You" sung on their latest, their fifth single. . . . **KIT MORGAN**

## DETROIT

The Supremes, Fagin, and New Gibson and Martin Trio have been booked for a special concert Aug. 20 at the Cadillac Hotel's Baldwin Pavilion at Meadowbrook on the campus, for the benefit of the school's music program. The show will feature the Supremes, the Fagin, and the Martin Trio. The show will be held at 8 p.m. and the tickets are \$5.00. The show will be held at 8 p.m. and the tickets are \$5.00. **HAL REKVER**

## HOLLYWOOD

The Teddy Phillips 12-piece dance band extended at the Golden Gate Hotel in New York on Jan. 1. The band is started Sunday from 3:30-4 p.m. on KGO-TV. The band is started Sunday from 3:30-4 p.m. on KGO-TV. The band is started Sunday from 3:30-4 p.m. on KGO-TV. **HAL REKVER**

# German Record Companies Win-Fair Trade Pricing Decision

BERLIN — German record companies have won an important court test in their campaign to obtain the same fair trade pricing policy enjoyed by book publishers.

The Berlin district court has ruled that disk firms, as with books, need not seek approval of the Federal Cartel Office (ministry) for fair trade price fixing.

The court's decision is contrary to the stance of the Federal Cartel Office, which also has its headquarters in West Berlin.

West Germany's antitrust law requires manufacturers to seek approval of the cartel office for all retail price fixing. The cartel office has exempted book publishers, but has ruled that photograph records are consumer goods within scope of its directive.

Disk firms have been seeking to have the cartel office's decision reversed by court proceedings. The first step — the Berlin court decision — is the result of suit filed by West.

## Sonny & Cher Get 2-Pronged Push in U.K.

LONDON—Sonny & Cher have arrived in Britain for a special promotion campaign—two top recorded companies, EMI and Decca.

On Liberty, EMI has released their "All I Really Want to Do" in opposition to the Byrds' CBS version which is also being promoted here by the group. Decca is pushing Sonny and Cher's "I Got You (I Feel Good)." EMI and Decca hosted a reception for the duo at the London Hilton. Decca's set up every possible TV and radio date for the pair to push both songs.

Berlin retailer against Deutsche Grammophon.

Grammophon required the retailer to sign a retail price agreement (RPA) to protect the retailer against the court to void the pact on the grounds that it had not been approved by the Federal Cartel Office.

The court ruled, however, that photograph records are the same category as books—cultural material rather than a necessity of life or a consumer good—thus it is legal.

The retailer is appealing the

court's decision to the Federal Supreme Court at Karlsruhe. The Federal Cartel Office, meanwhile, is holding its position that photograph records are in a separate category from books and require prior approval of RPA contracts.

The case represents part of the determined campaign German disk firms are waging to break and extend fair trade pricing throughout the German disk trade. All major disk companies are tightening distribution procedures to strengthen RPM.

# Philips' Boat Pulls (Publicity) Weight

CANNES, France — The Philips "Floating Studio" which is moored in the new pleasure port of Cannes, is proving to be one of the most successful promotion ideas of the summer.

The boat has been hired at a floating studio for a daily Philips broadcast from 4 to 5 p.m. on Radio Monte Carlo.

Each day the boat sets out at 3 p.m. with a number of Philips artists aboard and anchors off the bay of Cannes. Philips chief P.R.O. Andre Astio, an experienced broadcaster, interviews the artists by the appearance of the Philips boat in the bay.

Leaflets advertising the program are thrown from the boat and each day scores of people swim out from the beach to collect them, thus photographed pictures of the artists. Some interplay and determined swimmer manage to climb aboard to meet some of France's top singers.

The entire operation is con-

tinued in ATV's chain of bowling alleys and through ABC films.

In addition, there will be TV and radio advertising, and blanket national coverage of full-color posters.

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# Rita Pavone Gets 4th Gold Disk at Fest of Unknowns

ARICCIA, Italy — Rita Pavone received her fourth gold disk at the finals of the fourth competition of the Unknowns on the third anniversary of her own victory. The award emphasizes the importance of young new voices in the Italian disk industry.

The new voices success in Italy was emphasized by the acclaim given Gigliola Cin-

quetti, Michele and Dino in recent contests here as well as at Castrocaro Terme and the Cambrano. A gold medal was given to Rita Pavone (Tedy Berni) by Undersecretary Pietro Micara of the Ministry of Entertainment and Tourism.

Rita Pavone is backed by Leda Italiana, now 16-year-old Rocanda Bufalini beat Roberto Raimondo, 12, in the cat-

grey of singers who write their own songs, winner was Gianni Mazza, 20. However, all 16 finalists have been signed for a tour of the U.S. and Canada at recording contracts if they show promise. Particular interest was given this program by RCA Records. The new RCA label LP featuring the 16 winners under the title of "The Unknowns 1965."



# They're all new.... The strongest album release in history.



LN 24149/BN 26149\*



LN 24150/BN 26150\*



LN 24152/BN 26152\*



LN 24153/BN 26153\*



LN 24155/BN 26155\*



LN 24156/BN 26156\*



LN 24159/BN 26159\*



LN 24161/BN 26161\*



LN 24162/BN 26162\*



LN 24164/BN 26164\*



LF 18026/BF 19036\*



LF 18037/BF 19037\*



**UNITED  
ARTISTS  
RECORDS**

# HAS THE WINNING KNACK!!



THE KNACK—ORIGINAL MOTION PICTURE SCORE  
Monaural: UAL 4129 Stereo: UAS 5129

The biggest, most exciting and most enthusiastically received program in our history!



LOVE AND VIOLINS—CHUCHO AYELLANET  
Monaural: UAL 3420 Stereo: UAS 6420



VIVA WATUSI!—RAY BARRETTO  
Monaural: UAL 3445 Stereo: UAS 6435



MUCHO MUCHO MACHITO—MACHITO & HIS ORCHESTRA  
Monaural: UAL 3447 Stereo: UAS 6447

and on the dynamic **ASCOL** label



MY LITTLE RED BOOK OF WINNERS—MANFRED MANN  
Monaural: ALM 13021 Stereo: ALS 18021



ONLY THE BEST—FERRANTE & TEICHER  
Monaural UAL 3434 Stereo: UAS 6434



DON'T JUST STAND THERE—PATTY DUKE  
Monaural UAL 3432 Stereo: UAS 6432



THE GREAT ONES—JIMMY ROSELLI  
Monaural UAL 3436 Stereo: UAS 6436



SOUNDS FOR SPIES AND PRIVATE EYES—AL CAPLA  
Monaural UAL 3438 Stereo: UAS 6438



FEELIN' GOOD—LENA HORNE  
Monaural UAL 3433 Stereo: UAS 6433



THE "ARTHUR'S" SOUND—INTRODUCING THE WILD ONES  
Monaural UAL 3430 Stereo: UAS 6430



HELP—GEORGE MARTIN  
Monaural UAL 3440 Stereo: UAS 6440



POP GOES PEECE!—JAN PEECE  
Monaural UAL 3431 Stereo: UAS 6431



14 ORIGINAL CHART TOPPERS—VARIOUS ARTISTS  
Monaural UAL 3440 Stereo: UAS 6440



THE GLORY GUYS—ORIGINAL MOTION PICTURE SCORE  
Monaural UAL 4126 Stereo: UAS 5126



OUR HERO—PAT COOPER  
Monaural only: UAL 3446



HELLO JERRY—JERRY HERMAN  
Monaural UAL 3432 Stereo: UAS 6432



THE SONGS OF BOB DYLAN THROUGH THE HEART OF A GIRL—DOREDA DUNCAN  
Monaural UAL 3436 Stereo: UAS 6436



GIRL ON THE BILLBOARD—DEL REEVES  
Monaural UAL 3441 Stereo: UAS 6441



KING OF GOLDEN HEARTS—GEORGE JONES  
Monaural UAL 3442 Stereo: UAS 6442



THE JUDY LYNN SHOW, ACT 2—JUDY LYNN  
Monaural UAL 3443 Stereo: UAS 6443



LA PLAYA IN PUERTO RICO—LA PLAYA SEXY  
Monaural UAL 3420 Stereo: UAS 6420



TITO RODRIGUEZ IN BUENOS AIRES—TITO RODRIGUEZ  
Monaural UAL 3440 Stereo: UAS 6440



LONG JOHN BALDREY—LONG JOHN BALDREY  
Monaural ALM 10022 Stereo: ALS 10022



EVERYBODY LOVES SATURDAY NIGHT—EVERYBODY  
Monaural ALM 10020 Stereo: ALS 10020



EVERYBODY LOVES SATURDAY NIGHT—EVERYBODY  
Monaural ALM 10022 Stereo: ALS 10022

they're all on



of course

# TOP 100

★ **STAR** performer—LP's on chart 15 weeks or less registering greater proportions upward progress this week.

Record Industry Association of America  
List of certification in million copies LP's.

Rank	Artist, Label	Weeks on Chart	Peak	Rank	Artist, Label	Weeks on Chart	Peak	Rank	Artist, Label	Weeks on Chart	Peak
1	1. BEATLES VI Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	8	1	44	44. THE MONSTER Atco 1 2000 (Wk. 17) 2000 (Wk. 17)	15	15	103	103. ARETHA FRANKLIN/TEAMI Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	6	6
2	2. NERMAN'S NEEMITS ON TOUR Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	9	2	68	68. PEOPLE Atco 1 2000 (Wk. 17) 2000 (Wk. 17)	46	46	105	105. WE'VE GOTTA MAKE IT Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	11	11
3	3. OUT OF MY HEADS Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	2	3	69	69. GETE/GILBERTO Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	47	47	106	106. HALF A SIXPENCE Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	10	10
4	4. SUMMER DAYS (And So Much More) Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	4	4	57	57. THE VENTURES ON STAGE Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	9	9	108	108. FOR TOP TO TOP Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	3	3
5	5. THE SOUND OF MUSIC Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	22	5	55	55. BLUE MIDNIGHT Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	10	10	102	102. DO THE FREDDIE Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	9	9
6	6. MR. TAMBOURINE MAN Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	13	6	48	48. BAST THE RAIN MUST FALL Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	10	10	96	96. THE MANTOVANI SOUNDS Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	22	22
7	7. MY NAME IS BARBRA Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	13	7	50	50. THE LATIN SOUND OF MENET MANCINI Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	8	8	107	107. WORLD OF COUNTRY MUSIC... Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	6	6
8	8. MARTY POPPINS Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	46	8	53	53. SOUL SAUCE Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	15	15	109	109. JR. WALKER & THE ALL STARS FLAT SHOOTIN' Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	6	6
9	9. JUST ONCE IN MY LIFE Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	12	9	54	54. UNFORGETTABLE Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	22	22	90	90. THE EARLY BEATLES Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	17	17
10	10. BRINGING IT ALL BACK HOME Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	16	10	56	56. GERRY AND THE PACEMAKERS GREATEST HITS Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	12	12	98	98. FREDDIE & THE DREAMERS Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	18	18
11	11. THE BEACH BOTS TODAY! Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	21	11	58	58. THE ROAR OF THE GREASEPAIN— THE SMELL OF THE GROW Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	19	19	100	100. THAT MONET NOON SOUND Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	22	22
12	12. SINATRA '65 Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	21	12	60	60. YOU'VE LOST THAT LOVIN' FEELIN' Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	15	15	101	101. I PUT A SPELL ON YOU Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	13	13
13	13. THE ROLLING STONES, HOW! Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	22	13	66	66. THE FOUR TOPS Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	15	15	102	102. I GO TOY LANE Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	8	8
14	14. DEAR HEART Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	19	14	62	62. THE ASTRO GILBERTO Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	10	10	123	123. CARMEN MARTIN MIGHT AGAIN Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	27	27
15	15. FIDDLER ON THE ROOF Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	42	15	49	49. I KNOW A PLACE Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	12	12	111	111. FLORE THE RED MEMENTO Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	7	7
16	16. MY FAIR LADY Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	45	16	82	82. EDDIE FISHER TODAY Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	7	7	118	118. A DOUBT Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	5	5
17	17. GOLDFINGER Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	36	17	91	91. NOSOWITZ AT GARNETT MALL— AN HISTORIC RETURN Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	4	4	116	116. LIFE & LOVE ITALIAN STYLE Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	8	8
18	18. THE GENIUS OF JANKOWSKI Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	13	18	69	69. MONEY IN THE MOON Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	100	100	117	117. PETER, PAUL & MART IN CONCERT Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	53	53
19	19. THE 3rd TIME AROUND Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	4	19	52	52. JOAN SAEZ/S Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	39	39	113	113. I'VE GOT A TIGER BY THE TAIL... Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	20	20
20	20. INTRODUCING NERMAN'S HEEMITS Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	26	20	64	64. SAM COOKE AT THE COPE Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	42	42	114	114. SUMMER SOUNDS Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	1	1
21	21. WHIPPED CREAM & OTHER DELICIOUS Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	14	21	83	83. TOM JONES—IT'S NOT UNUSUAL Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	42	42	115	115. TRUE LOVE WATS Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	1	1
22	22. A SONG WILL RISE Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	13	22	71	71. THE TEMPTATIONS SONG SMOOCH Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	20	20	126	126. I MUST BE SEEING THINGS Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	5	5
23	23. CHIM CHIM CHIM Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	8	23	75	75. RAMBLIN' ROSE Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	115	115	127	127. HAVING A WILD WEEKEND Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	1	1
24	24. WHERE DID OUR LOVE GO Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	48	24	72	72. DOWNTOWN Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	115	115	128	128. CATCH THE WIND Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	5	5
25	25. MEANWHILE BACK AT THE WHITESIDE CO. Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	8	25	60	60. RED ROSES FOR A BLUE LADY Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	16	16	129	129. MOON RIVER & OTHER GREAT MOVIE THEMES Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	171	171
26	26. MARIANNE FAITHFUL Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	11	26	70	70. MY FAIR LADY Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	458	458	130	130. BLOCKBUSTERS Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	10	10
27	27. THE MIRACLES GREATEST HITS FROM THE BEGINNING Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	18	27	77	77. THE PINK PANTHER Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	71	71	131	131. THE GOLDEN HITS OF LESLEY GORE Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	5	5
28	28. THE RETURN OF ROGER MILLER Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	26	28	80	80. HAT KING GLE SINGS SONGS FROM "CAT BALLOON" AND OTHER MOTION PICTURES Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	6	6	132	132. ONE KISS FOR OLD TIMES' SAKE Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	4	4
29	29. GIRL NAPPY Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	41	29	87	87. NAT KING GLE SINGS SONGS FROM "CAT BALLOON" AND OTHER MOTION PICTURES Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	7	7	133	133. THE SOUND OF MUSIC Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	204	204
30	30. THE BEACH BOTS CONCERT Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	41	30	88	88. NELLO DOLITI Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	6	6	134	134. YOU TUN ME ON Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	6	6
31	31. L-O-V-E Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	28	31	89	89. PETER, PAUL AND MART Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	173	173	135	135. DRUM DISCOTHEQUE Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	6	6
32	32. CAST YOUR FATE TO THE WIND Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	2	32	79	79. BARBRA STREISAND THE THIRD ALBUM Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	70	70	136	136. THE IN CROWD Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	1	1
33	33. THE KING FAMILY SHOW Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	6	33	84	84. HAWAIIAN WEDDING SONG Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	13	13	137	137. TELL AWHILE Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	2	2
34	34. BEATLES '65 Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	33	34	85	85. KINKS-SIXE Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	10	10	138	138. FLAT CUTS WITH THE VENTURES Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	2	2
35	35. MUSIC FROM MARY POPPINS THE SOUND OF MUSIC, MY FAIR LADY, ETC. Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	11	35	97	97. THE NEW SEKERS Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	10	10	139	139. HOW TO BE A JEWISH MOTHER Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	5	5
36	36. WOOLY BULLY Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	10	36	86	86. YOU WERE ONLY FOOLING Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	9	9	140	140. THEMES FROM THE JAMES BOND THRILLERS Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	25	25
37	37. ZORBA THE GREEK Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	16	37	90	90. EARLY MORNING RAIN Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	9	9	141	141. A LITTLE BIT OF HEAVEN Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	30	30
38	38. THE NEARNESS OF YOU Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	4	38	76	76. RED ROSES FOR A BLUE LADY Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	19	19	142	142. HANK WILLIAMS JR. & HANK WILLIAMS JR., FATHER & SON Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	2	2
39	39. GETZ AU GO GO Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	35	39	81	81. AN EVENING WITH BELAFONTE/ MARCEL MARTEL Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	6	6	143	143. THE INCOMPARED MOTOVON Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	41	41
40	40. THE BEST OF AL NIET Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	29	40	74	74. THE HANGT WILSON SHOW! Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	28	28	144	144. THE BEST OF SAM COOKE, VOL. 2 Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	6	6
41	41. THE LOVE ALBUM Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	2	41	112	112. THREE O'CLOCK IN THE MORNING Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	83	83	145	145. SONG FOR MY FATHER Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	2	2
42	42. SOMEBODY ELSE IS TAKING MY PLACE Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	9	42	102	102. LOUIE Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	10	10	146	146. MUSIC TO READ JAMES BOND BY Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	23	23
43	43. NUSH, NUSH, SWEET CREAM Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	13	43	87	87. THE DIAMOND RING Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	21	21	147	147. TOUR CHEATIN' HEART Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	33	33
44	44. BEFORE AND AFTER Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	8	44	94	94. WE REMEMBER SAM COOKE Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	15	15	148	148. WEEKEND IN LONDON Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	20	20
45	45. THIS IS NEW! Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	9	45	88	88. HERE THEY COME Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	11	11	149	149. FROM RUSSIA WITH LOVE Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	34	34
46	46. INTRODUCING THE BEAU BUMMELS Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	15	46	89	89. BEGIN TO LOVE Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	11	11	150	150. PORTRAIT OF MY LOVE Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	2	2
47	47. WHAT'S NEW FINESTAY? Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	2	47	78	78. THE SCENE CHANGES Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	12	12	151	151. ELVIS FOR EVERYONE! Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	1	1
48	48. MY KIND OF TOWN Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	15	48	104	104. I DO LOVE YOU Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	10	10	152	152. THE ORIGINAL PEANUTS Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	1	1
49	49. SONGS FOR THE JET SET Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	13	49	127	127. TNEM Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	4	4				
50	50. AL NIET LIVE AT CARNegie HALL Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	6	50	130	130. AL NIET LIVE AT CARNegie HALL Capitol 1 2000 (Wk. 17) 2000 (Wk. 17)	4	4				

# monument

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Time 2

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**YOU CAN'T BE TRUE DEAR**  
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**RUSTY DRAPER**

MONUMENT RECORD CORP., HENDERSONVILLE, TENN., U.S.A.

There are two recordings of this song.  
One of them is Rusty Draper's.  
The other one isn't.

 monument is artistry

## ARGENTINA

Desolate local style

- | This Week | Last Week | Week                    | Peak                     | Title | Artist                                   |
|-----------|-----------|-------------------------|--------------------------|-------|--|
| 1         | 1         | VENEZIA SIN TI          | Charles Amador (Mercury) | 1     | VENEZIA SIN TI—Charles Amador (Mercury)  |
| 2         | 2         | HE COMPRENDO QUE TE AMO | Carlos (Fonit)           | 2     | HE COMPRENDO QUE TE AMO—Carlos (Fonit)   |
| 3         | 3         | COMENZAMOS A QUERER     | Delia Fariel (Fonit)     | 3     | COMENZAMOS A QUERER—Delia Fariel (Fonit) |
| 4         | 4         | LA MANANA               | Hernando Anzo (Mercury)  | 4     | LA MANANA—Hernando Anzo (Mercury)        |
| 5         | 5         | ROMAN TOU/MAS           | Shakira (Odessa)         | 5     | ROMAN TOU/MAS—Shakira (Odessa)           |

## AUSTRALIA

Desolate local style

- | This Week | Last Week | Week                         | Peak                           | Title | Artist  |
|-----------|-----------|------------------------------|--------------------------------|-------|---|
| 1         | 1         | SATISFACTION                 | Boyz (Mercury)                 | 1     | SATISFACTION—Boyz (Mercury)                     |
| 2         | 2         | POOL, POOL, POOL             | Ray Benson & Wiggins (Mercury) | 2     | POOL, POOL, POOL—Ray Benson & Wiggins (Mercury) |
| 3         | 3         | CRYING IN THE CHAPEL         | Chris French (RCA)             | 3     | CRYING IN THE CHAPEL—Chris French (RCA)         |
| 4         | 4         | HELLO—The Beatles            | (Polygram)                     | 4     | HELLO—The Beatles (Polygram)                    |
| 5         | 5         | LET'S GO FISH                | The Eshen (Polygram)           | 5     | LET'S GO FISH—The Eshen (Polygram)              |
| 6         | 6         | I LIKE IT LIKE THAT          | Don Clark Five (Columbia)      | 6     | I LIKE IT LIKE THAT—Don Clark Five (Columbia)   |
| 7         | 7         | A WALK IN THE BLACK FOREST   | John Jovanovic (A&M)           | 7     | A WALK IN THE BLACK FOREST—John Jovanovic (A&M) |
| 8         | 8         | MY LITTLE RED BOOK           | Manfred Mann (RCA)             | 8     | MY LITTLE RED BOOK—Manfred Mann (RCA)           |
| 9         | 9         | MORNING TURN                 | John (Mercury)                 | 9     | MORNING TURN—John (Mercury)                     |
| 10        | 10        | CARA MIA—Jay & The Americans | (A&M)                          | 10    | CARA MIA—Jay & The Americans (A&M)              |
| 11        | 11        | LET IT BE                    | The Beatles (Polygram)         | 11    | LET IT BE—The Beatles (Polygram)                |
| 12        | 12        | YOU'RE MY GIRL               | Chris French (RCA)             | 12    | YOU'RE MY GIRL—Chris French (RCA)               |
| 13        | 13        | TO THE BROOK                 | Billy Brown & Arnes (Polygram) | 13    | TO THE BROOK—Billy Brown & Arnes (Polygram)     |
| 14        | 14        | WALK UP MY LIPS              | The Ulys (A&M)                 | 14    | WALK UP MY LIPS—The Ulys (A&M)                  |
| 15        | 15        | STINGRAY                     | The Shadons (Columbia)         | 15    | STINGRAY—The Shadons (Columbia)                 |

## DENMARK

Desolate local style

- | This Week | Last Week | Week                     | Peak  | Title                    | Artist   |
|-----------|-----------|--------------------------|---|--------------------------|--|
| 1         | 1         | HEART OF STONE           | Boring (Mercury)                                  | 1                        | HEART OF STONE—Boring (Mercury)                              |
| 2         | 2         | ONIT BA HA               | Becking (Mercury)                                 | 2                        | ONIT BA HA—Becking (Mercury)                                 |
| 3         | 3         | EASY QUESTION            | Fanny (RCA)                                       | 3                        | EASY QUESTION—Fanny (RCA)                                    |
| 4         | 4         | BEHIND—Backlog (Mercury) | 4   | BEHIND—Backlog (Mercury) |  |
| 5         | 5         | THE LAST TIME            | Boring (Mercury)                                  | 5                        | THE LAST TIME—Boring (Mercury)                               |
| 6         | 6         | FM GONNA LOVE YOU        | Peter Bala (Mercury)                              | 6                        | FM GONNA LOVE YOU—Peter Bala (Mercury)                       |
| 7         | 7         | VOOT DE NAR DU           | Kisser (Mercury)                                  | 7                        | VOOT DE NAR DU—Kisser (Mercury)                              |
| 8         | 8         | NIBB BROWN               | YOU GOT A LOVELY DAUGHTER—Hernando Anzo (Mercury) | 8                        | NIBB BROWN—YOU GOT A LOVELY DAUGHTER—Hernando Anzo (Mercury) |
| 9         | 9         | TICKET TO RIDE           | Beating (Polygram)                                | 9                        | TICKET TO RIDE—Beating (Polygram)                            |
| 10        | 10        | THE BEES AND THE BEE     | Beating (Polygram)                                | 10                       | THE BEES AND THE BEE—Beating (Polygram)                      |

## FRANCE

Desolate local style

- | This Week | Last Week | Week                  | Peak                          | Title | Artist                                      |
|-----------|-----------|-----------------------|-------------------------------|-------|---|
| 1         | 1         | CEST TOI QUE J'AIME   | Shakira (Fonit)               | 1     | CEST TOI QUE J'AIME—Shakira (Fonit)         |
| 2         | 2         | QUAND REVIENT LA NUIT | Shakira (Fonit)               | 2     | QUAND REVIENT LA NUIT—Shakira (Fonit)       |
| 3         | 3         | ZORRA LE GARC         | Original Soundtrack (Mercury) | 3     | ZORRA LE GARC—Original Soundtrack (Mercury) |

- |    |    |                            |                            |
|----|----|----------------------------|----------------------------|
| 4  | 4  | MES MAINS SUR TES HAUSSES  | Adamo (Mercury)            |
| 5  | 5  | POURQUOI                   | Guit (Mercury)             |
| 6  | 6  | BIEN TU LES VACANCES       | Sandra Stone (Polygram)    |
| 7  | 7  | MES YEUX SONT FUS          | Jenny Holiday (Polygram)   |
| 8  | 8  | LA MONTAGNE                | Man (Mercury)              |
| 9  | 9  | QUAND UN BATEAU PASSE      | Claude François (Polygram) |
| 10 | 10 | AVOIE JAMAIS               | Man (Mercury)              |
| 11 | 11 | CATRY CRUALE               | Man (Mercury)              |
| 12 | 12 | UN ENFERME DANS LE VENT    | Gilles (Mercury)           |
| 13 | 13 | AU REVOIR MON AMOUR        | Richard Anthony (Mercury)  |
| 14 | 14 | CASI YOUR FATE TO THE WIND | Shakira (Fonit)            |
| 15 | 15 | VIENS AVEC                 | Shakira (Fonit)            |

## FRENCH (WALLOON)

Desolate local style

- | This Week | Last Week | Week                      | Peak                          | Title | Artist   |
|-----------|-----------|---------------------------|-------------------------------|-------|--|
| 1         | 1         | MES MAINS SUR TES HAUSSES | Adamo (Mercury)               | 1     | MES MAINS SUR TES HAUSSES—Adamo (Mercury)        |
| 2         | 2         | LA DANSE DE ZORRA         | Original Soundtrack (Mercury) | 2     | LA DANSE DE ZORRA—Original Soundtrack (Mercury)  |
| 3         | 3         | QUAND UN BATEAU PASSE     | Claude François (Polygram)    | 3     | QUAND UN BATEAU PASSE—Claude François (Polygram) |
| 4         | 4         | LA DANSE DE ZORRA         | Original Soundtrack (Mercury) | 4     | LA DANSE DE ZORRA—Original Soundtrack (Mercury)  |
| 5         | 5         | WOLLY BULLY               | Shakira (Fonit)               | 5     | WOLLY BULLY—Shakira (Fonit)                      |
| 6         | 6         | LA DANSE DE ZORRA         | Original Soundtrack (Mercury) | 6     | LA DANSE DE ZORRA—Original Soundtrack (Mercury)  |
| 7         | 7         | LA DANSE DE ZORRA         | Original Soundtrack (Mercury) | 7     | LA DANSE DE ZORRA—Original Soundtrack (Mercury)  |
| 8         | 8         | LA DANSE DE ZORRA         | Original Soundtrack (Mercury) | 8     | LA DANSE DE ZORRA—Original Soundtrack (Mercury)  |
| 9         | 9         | LA DANSE DE ZORRA         | Original Soundtrack (Mercury) | 9     | LA DANSE DE ZORRA—Original Soundtrack (Mercury)  |
| 10        | 10        | LA DANSE DE ZORRA         | Original Soundtrack (Mercury) | 10    | LA DANSE DE ZORRA—Original Soundtrack (Mercury)  |

## HOLLAND

Desolate local style

- | This Week | Last Week | Week              | Peak                          | Title | Artist  |
|-----------|-----------|-------------------|-------------------------------|-------|---|
| 1         | 1         | WOLLY BULLY       | Shakira (Fonit)               | 1     | WOLLY BULLY—Shakira (Fonit)                     |
| 2         | 2         | LA DANSE DE ZORRA | Original Soundtrack (Mercury) | 2     | LA DANSE DE ZORRA—Original Soundtrack (Mercury) |
| 3         | 3         | LA DANSE DE ZORRA | Original Soundtrack (Mercury) | 3     | LA DANSE DE ZORRA—Original Soundtrack (Mercury) |
| 4         | 4         | LA DANSE DE ZORRA | Original Soundtrack (Mercury) | 4     | LA DANSE DE ZORRA—Original Soundtrack (Mercury) |
| 5         | 5         | LA DANSE DE ZORRA | Original Soundtrack (Mercury) | 5     | LA DANSE DE ZORRA—Original Soundtrack (Mercury) |
| 6         | 6         | LA DANSE DE ZORRA | Original Soundtrack (Mercury) | 6     | LA DANSE DE ZORRA—Original Soundtrack (Mercury) |
| 7         | 7         | LA DANSE DE ZORRA | Original Soundtrack (Mercury) | 7     | LA DANSE DE ZORRA—Original Soundtrack (Mercury) |
| 8         | 8         | LA DANSE DE ZORRA | Original Soundtrack (Mercury) | 8     | LA DANSE DE ZORRA—Original Soundtrack (Mercury) |
| 9         | 9         | LA DANSE DE ZORRA | Original Soundtrack (Mercury) | 9     | LA DANSE DE ZORRA—Original Soundtrack (Mercury) |
| 10        | 10        | LA DANSE DE ZORRA | Original Soundtrack (Mercury) | 10    | LA DANSE DE ZORRA—Original Soundtrack (Mercury) |

## HONG KONG

Desolate local style

- | This Week | Last Week | Week                     | Peak  | Title                    | Artist   |
|-----------|-----------|--------------------------|---|--------------------------|--|
| 1         | 1         | HUSH, HUSH, SWEET        | Shakira (Fonit)                                   | 1                        | HUSH, HUSH, SWEET—Shakira (Fonit)                            |
| 2         | 2         | HEART OF STONE           | Boring (Mercury)                                  | 2                        | HEART OF STONE—Boring (Mercury)                              |
| 3         | 3         | ONIT BA HA               | Becking (Mercury)                                 | 3                        | ONIT BA HA—Becking (Mercury)                                 |
| 4         | 4         | EASY QUESTION            | Fanny (RCA)                                       | 4                        | EASY QUESTION—Fanny (RCA)                                    |
| 5         | 5         | BEHIND—Backlog (Mercury) | 5   | BEHIND—Backlog (Mercury) |  |
| 6         | 6         | THE LAST TIME            | Boring (Mercury)                                  | 6                        | THE LAST TIME—Boring (Mercury)                               |
| 7         | 7         | FM GONNA LOVE YOU        | Peter Bala (Mercury)                              | 7                        | FM GONNA LOVE YOU—Peter Bala (Mercury)                       |
| 8         | 8         | VOOT DE NAR DU           | Kisser (Mercury)                                  | 8                        | VOOT DE NAR DU—Kisser (Mercury)                              |
| 9         | 9         | NIBB BROWN               | YOU GOT A LOVELY DAUGHTER—Hernando Anzo (Mercury) | 9                        | NIBB BROWN—YOU GOT A LOVELY DAUGHTER—Hernando Anzo (Mercury) |
| 10        | 10        | TICKET TO RIDE           | Beating (Polygram)                                | 10                       | TICKET TO RIDE—Beating (Polygram)                            |

## ITALY

Desolate local style

- | This Week | Last Week | Week                  | Peak              | Title | Artist                                  |
|-----------|-----------|-----------------------|-------------------|-------|---|
| 1         | 1         | TU SEI QUANDO         | Orlando (Mercury) | 1     | TU SEI QUANDO—Orlando (Mercury)         |
| 2         | 2         | SE NON AVESSE PIU' TE | Orlando (Mercury) | 2     | SE NON AVESSE PIU' TE—Orlando (Mercury) |

- |    |    |                      |                               |
|----|----|----------------------|-------------------------------|
| 3  | 3  | QUANDO SIAMO INSIEME | Orlando (Mercury)             |
| 4  | 4  | LA DANSE DE ZORRA    | Original Soundtrack (Mercury) |
| 5  | 5  | LA DANSE DE ZORRA    | Original Soundtrack (Mercury) |
| 6  | 6  | LA DANSE DE ZORRA    | Original Soundtrack (Mercury) |
| 7  | 7  | LA DANSE DE ZORRA    | Original Soundtrack (Mercury) |
| 8  | 8  | LA DANSE DE ZORRA    | Original Soundtrack (Mercury) |
| 9  | 9  | LA DANSE DE ZORRA    | Original Soundtrack (Mercury) |
| 10 | 10 | LA DANSE DE ZORRA    | Original Soundtrack (Mercury) |
| 11 | 11 | LA DANSE DE ZORRA    | Original Soundtrack (Mercury) |
| 12 | 12 | LA DANSE DE ZORRA    | Original Soundtrack (Mercury) |
| 13 | 13 | LA DANSE DE ZORRA    | Original Soundtrack (Mercury) |
| 14 | 14 | LA DANSE DE ZORRA    | Original Soundtrack (Mercury) |
| 15 | 15 | LA DANSE DE ZORRA    | Original Soundtrack (Mercury) |

## JAPAN

Desolate local style

- | This Week | Last Week | Week                    | Peak            | Title | Artist                                  |
|-----------|-----------|-------------------------|-----------------|-------|---|
| 1         | 1         | ONNA GOKORO NO UTA      | Shakira (Fonit) | 1     | ONNA GOKORO NO UTA—Shakira (Fonit)      |
| 2         | 2         | CARAVANS                | Shakira (Fonit) | 2     | CARAVANS—Shakira (Fonit)                |
| 3         | 3         | NATTO NO MI OMOIDE      | Shakira (Fonit) | 3     | NATTO NO MI OMOIDE—Shakira (Fonit)      |
| 4         | 4         | ANNO TO BORI            | Shakira (Fonit) | 4     | ANNO TO BORI—Shakira (Fonit)            |
| 5         | 5         | LAUGHING ON WITH AVENUE | Shakira (Fonit) | 5     | LAUGHING ON WITH AVENUE—Shakira (Fonit) |
| 6         | 6         | LAUGHING ON WITH AVENUE | Shakira (Fonit) | 6     | LAUGHING ON WITH AVENUE—Shakira (Fonit) |
| 7         | 7         | LAUGHING ON WITH AVENUE | Shakira (Fonit) | 7     | LAUGHING ON WITH AVENUE—Shakira (Fonit) |
| 8         | 8         | LAUGHING ON WITH AVENUE | Shakira (Fonit) | 8     | LAUGHING ON WITH AVENUE—Shakira (Fonit) |
| 9         | 9         | LAUGHING ON WITH AVENUE | Shakira (Fonit) | 9     | LAUGHING ON WITH AVENUE—Shakira (Fonit) |
| 10        | 10        | LAUGHING ON WITH AVENUE | Shakira (Fonit) | 10    | LAUGHING ON WITH AVENUE—Shakira (Fonit) |

## MALAYSIA

Desolate local style

- | This Week | Last Week | Week                   | Peak            | Title | Artist                                 |
|-----------|-----------|------------------------|-----------------|-------|--|
| 1         | 1         | PATCH IT UP            | Shakira (Fonit) | 1     | PATCH IT UP—Shakira (Fonit)            |
| 2         | 2         | NIGHTMARE              | Shakira (Fonit) | 2     | NIGHTMARE—Shakira (Fonit)              |
| 3         | 3         | THANKS A LOT           | Shakira (Fonit) | 3     | THANKS A LOT—Shakira (Fonit)           |
| 4         | 4         | IN THE MOONSHADE       | Shakira (Fonit) | 4     | IN THE MOONSHADE—Shakira (Fonit)       |
| 5         | 5         | WONDER OF THE WORLD    | Shakira (Fonit) | 5     | WONDER OF THE WORLD—Shakira (Fonit)    |
| 6         | 6         | WORLD OF OUR OWN       | Shakira (Fonit) | 6     | WORLD OF OUR OWN—Shakira (Fonit)       |
| 7         | 7         | THE MINUTE YOU'RE GONE | Shakira (Fonit) | 7     | THE MINUTE YOU'RE GONE—Shakira (Fonit) |
| 8         | 8         | FORGET THE MONEY       | Shakira (Fonit) | 8     | FORGET THE MONEY—Shakira (Fonit)       |
| 9         | 9         | GOLDENRINGS            | Shakira (Fonit) | 9     | GOLDENRINGS—Shakira (Fonit)            |
| 10        | 10        | DO THE CLAM            | Shakira (Fonit) | 10    | DO THE CLAM—Shakira (Fonit)            |

## MEXICO

Desolate local style

- | This Week | Last Week | Week                       | Peak                          | Title | Artist  |
|-----------|-----------|----------------------------|-------------------------------|-------|---|
| 1         | 1         | BOOMBOOM                   | Shakira (Fonit)               | 1     | BOOMBOOM—Shakira (Fonit)                        |
| 2         | 2         | WHIPPED CREAM              | Shakira (Fonit)               | 2     | WHIPPED CREAM—Shakira (Fonit)                   |
| 3         | 3         | CASI YOUR FATE TO THE WIND | Shakira (Fonit)               | 3     | CASI YOUR FATE TO THE WIND—Shakira (Fonit)      |
| 4         | 4         | LA DANSE DE ZORRA          | Original Soundtrack (Mercury) | 4     | LA DANSE DE ZORRA—Original Soundtrack (Mercury) |
| 5         | 5         | LA DANSE DE ZORRA          | Original Soundtrack (Mercury) | 5     | LA DANSE DE ZORRA—Original Soundtrack (Mercury) |
| 6         | 6         | LA DANSE DE ZORRA          | Original Soundtrack (Mercury) | 6     | LA DANSE DE ZORRA—Original Soundtrack (Mercury) |
| 7         | 7         | LA DANSE DE ZORRA          | Original Soundtrack (Mercury) | 7     | LA DANSE DE ZORRA—Original Soundtrack (Mercury) |
| 8         | 8         | LA DANSE DE ZORRA          | Original Soundtrack (Mercury) | 8     | LA DANSE DE ZORRA—Original Soundtrack (Mercury) |
| 9         | 9         | LA DANSE DE ZORRA          | Original Soundtrack (Mercury) | 9     | LA DANSE DE ZORRA—Original Soundtrack (Mercury) |
| 10        | 10        | LA DANSE DE ZORRA          | Original Soundtrack (Mercury) | 10    | LA DANSE DE ZORRA—Original Soundtrack (Mercury) |

- |    |    |                   |                               |
|----|----|-------------------|-------------------------------|
| 1  | 1  | DO THE CLAM       | Shakira (Fonit)               |
| 2  | 2  | LA DANSE DE ZORRA | Original Soundtrack (Mercury) |
| 3  | 3  | LA DANSE DE ZORRA | Original Soundtrack (Mercury) |
| 4  | 4  | LA DANSE DE ZORRA | Original Soundtrack (Mercury) |
| 5  | 5  | LA DANSE DE ZORRA | Original Soundtrack (Mercury) |
| 6  | 6  | LA DANSE DE ZORRA | Original Soundtrack (Mercury) |
| 7  | 7  | LA DANSE DE ZORRA | Original Soundtrack (Mercury) |
| 8  | 8  | LA DANSE DE ZORRA | Original Soundtrack (Mercury) |
| 9  | 9  | LA DANSE DE ZORRA | Original Soundtrack (Mercury) |
| 10 | 10 | LA DANSE DE ZORRA | Original Soundtrack (Mercury) |

## PARAGUAY

Desolate local style

- | This Week | Last Week | Week                        | Peak                    | Title | Artist  |
|-----------|-----------|-----------------------------|-------------------------|-------|---|
| 1         | 1         | WORLD OF OUR OWN            | Shakira (Fonit)         | 1     | WORLD OF OUR OWN—Shakira (Fonit)                    |
| 2         | 2         | PEARLY SHELLS               | Shakira (Fonit)         | 2     | PEARLY SHELLS—Shakira (Fonit)                       |
| 3         | 3         | CRYING IN THE CHAPEL        | Chris French (RCA)      | 3     | CRYING IN THE CHAPEL—Chris French (RCA)             |
| 4         | 4         | WALKING IN THE BLACK FOREST | Hernando Anzo (Mercury) | 4     | WALKING IN THE BLACK FOREST—Hernando Anzo (Mercury) |
| 5         | 5         | THE PRICE OF LOVE           | Shakira (Fonit)         | 5     | THE PRICE OF LOVE—Shakira (Fonit)                   |
| 6         | 6         | THE PRICE OF LOVE           | Shakira (Fonit)         | 6     | THE PRICE OF LOVE—Shakira (Fonit)                   |
| 7         | 7         | THE PRICE OF LOVE           | Shakira (Fonit)         | 7     | THE PRICE OF LOVE—Shakira (Fonit)                   |
| 8         | 8         | THE PRICE OF LOVE           | Shakira (Fonit)         | 8     | THE PRICE OF LOVE—Shakira (Fonit)                   |
| 9         | 9         | THE PRICE OF LOVE           | Shakira (Fonit)         | 9     | THE PRICE OF LOVE—Shakira (Fonit)                   |
| 10        | 10        | THE PRICE OF LOVE           | Shakira (Fonit)         | 10    | THE PRICE OF LOVE—Shakira (Fonit)                   |

## PERU

Desolate local style

- | This Week | Last Week | Week               | Peak            | Title | Artist                             |
|-----------|-----------|--------------------|-----------------|-------|------------------------------------|
| 1         | 1         | MA VIE             | Shakira (Fonit) | 1     | MA VIE—Shakira (Fonit)             |
| 2         | 2         | NAO QUERO VER VOCE | Shakira (Fonit) | 2     | NAO QUERO VER VOCE—Shakira (Fonit) |
| 3         | 3         | BENTONAL DEMAIS    | Shakira (Fonit) | 3     | BENTONAL DEMAIS—Shakira (Fonit)    |
| 4         | 4         | CARACARA           | Shakira (Fonit) | 4     | CARACARA—Shakira (Fonit)           |
| 5         | 5         | EIGHT DAYS A WEEK  | Shakira (Fonit) | 5     | EIGHT DAYS A WEEK—Shakira (Fonit)  |
| 6         | 6         | COBACAC            | Shakira (Fonit) | 6     | COBACAC—Shakira (Fonit)            |
| 7         | 7         | GARITA MEDIANA     | Shakira (Fonit) | 7     | GARITA MEDIANA—Shakira (Fonit)     |
| 8         | 8         | ARRASTA            | Shakira (Fonit) | 8     | ARRASTA—Shakira (Fonit)            |
| 9         | 9         | A FESTA DO BOLINHA | Shakira (Fonit) | 9     | A FESTA DO BOLINHA—Shakira (Fonit) |
| 10        | 10        | CEST TRESTI VENISE | Shakira (Fonit) | 10    | CEST TRESTI VENISE—Shakira (Fonit) |

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**W 1610**



**THE WONDERFUL WORLD OF ANTONIO CARLOS JOBIM**

**W/WS 1611**



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— FROM THE NATION'S NUMBER 1 INDEPENDENT!



COUNTRY LOVE SONGS — Vic Damone

W/WS 1607



THE WORLD'S GREATEST! — Petula Clark

W/WS 1608



THE KING FAMILY ALBUM!

W/WS 1613



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F/FS 1014



WILL BIG BANDS EVER COME BACK? — Duke Ellington

R/RS 6168



SAMMY'S BACK ON BROADWAY — Sammy Davis

R/RS 6169



I'M THE ONE WHO LOVES YOU — Dean Martin

R/RS 6170



THE RHYTHM & BLUES ALBUM — Trini Lopez

R/RS 6171



THE AZNAVOUR STORY — Charles Aznavour

R/RS 6172



KINDA KINKS — The Kinks

R/RS 6173



BUDDY EBSEN SAYS HOWDY

R/RS 6174



THAT OLD BLACK MAGIC — Keely Smith

R/RS 6175

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IN A PRE-AUTUMN PROFIT  
PRECURSOR FROM THE NATION'S  
NUMBER 1 INDEPENDENT!**



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RECORDS



*... to play and play again*



**ALIVE**

**ALIVE**

**ALIVE**

**ALIVE**

**ALIVE**

**ALIVE**

**I'M ALIVE**  
**THE HOLLIES**

#66119



**IMPERIAL...really on the go!**



## SPECIAL MERIT PICKS

Special Merit Picks are new releases of outstanding merit which deserve exposure and which could have commercial success within their respective categories of music.



## POP SPECIAL MERIT

### BROADWAY BOUGIE

Perry Keith, Columbia CL 2356 (M), CS 9156 (S)

The straight, melodic treatment given by Perry Keith to selections taken from Broadway hits is aimed at a large audience. The album includes the emcee's "Tie, Tie, Tie," as well as numbers from "Hallelujah," "Dear of the Gossamer," "Tina, the Bad Meester" and "Golden Boy." It all adds up to a sweet package.



## POP SPECIAL MERIT

### MY KIND OF BROADWAY

Woody Herman, Columbia CL 2357 (M), CS 9157 (S)

The jazz crooners in Woody Herman's big band are effective in this Broadway album. Broadway hits are covered in a large audience. The album includes the emcee's "Tie, Tie, Tie," as well as numbers from "Hallelujah," "Dear of the Gossamer," "Tina, the Bad Meester" and "Golden Boy." It all adds up to a sweet package.



## POP SPECIAL MERIT

### LA BAMBA

Mango Sandoval, Columbia CL 2375 (M), CS 9175 (S)

Mango Sandoval's expressive blend of Latin rhythms comes off as a great mixture of old and new of the genre. His first jazz rhythm, on the song "Bamba," is a perfect illustration of "Bambale," a perfect illustration of Latin jazz. It is one of the most important new releases in this genre.



## COUNTRY SPECIAL MERIT

### WILD CHILD

Roger Miller, Sundry SEP 315 (M)

The winner of five Grammys (on the South West) is now in the country. His first country album is a great mixture of old and new of the genre. His first jazz rhythm, on the song "Bamba," is a perfect illustration of "Bambale," a perfect illustration of Latin jazz. It is one of the most important new releases in this genre.



## COUNTRY SPECIAL MERIT

### THE FABULOUS COUNTRY MUSIC SOUND OF BUCK OWENS

Sundry SEP 324 (M)

Buck Owens, Capitol, who has a powerful following and will do well in this package of Owens' hits. They are in the traditional style, and include "Swearin' to Heaven," "Lonesome Valley," "There Goes My Love," "Above and Beyond." Solid merchandise for the new market.



## CLASSICAL SPECIAL MERIT

### BRUCKNER: SYMPHONY NO. 6 IN A MAJOR

The New Philharmonia Orchestra, (Klemperer), Angel SEP 3071 (S) SEP 3071 (S)

Ors Klemperer and the New Philharmonia Orchestra in an outstanding job with one of Bruckner's best known works. The great dramatic quality of the symphony is captured in the Klemperer interpretation. The album cover art is a beautiful illustration of the work and the great music that it contains. The record and its cover should enhance the album's sales potential.



## CLASSICAL SPECIAL MERIT

### ANDRES BROVIA, GUITAR

Decca DL 10112 (M), DL 710112 (S)

Classical guitar aficionados will love a Spanish guitar performance, but the works of Andres Brovia, guitar virtuoso and composer. He is a true master of the instrument. His first jazz rhythm, on the song "Bamba," is a perfect illustration of "Bambale," a perfect illustration of Latin jazz. It is one of the most important new releases in this genre.



## JAZZ SPECIAL MERIT

### I LOVE JAZZ

Louis Armstrong & the All-Stars, Decca DL 4237 (M), DL 74237 (S)

A special album for fans to get hold of some of Louis Armstrong's performances. It is a true master of the instrument. His first jazz rhythm, on the song "Bamba," is a perfect illustration of "Bambale," a perfect illustration of Latin jazz. It is one of the most important new releases in this genre.



## BLUES SPECIAL MERIT

### COUNTRY SUES CLASSICS, VOLUME 2

Various Artists, Blues Classics & Co.

This is a new blues classic, and includes a full set of recordings from the 1920s to the 1950s. It is a true master of the instrument. His first jazz rhythm, on the song "Bamba," is a perfect illustration of "Bambale," a perfect illustration of Latin jazz. It is one of the most important new releases in this genre.

# BREAKOUT ALBUMS

## ★ NATIONAL BREAKTHROUS

### SUMMER SOUNDS

Robert Gould, Columbia CL 2360 (M), CS 9160 (S)

### TRUE LOVE WAYS

Fear & Gordon, Capitol T 2368 (M), ST 2368 (S)

### HAVING A WILD WEEKEND

Dave Clark Five, Epic UN 24082 (M), EN 24082 (S)

## ★ NEW ACTION LP'S

These new albums, set out on a different LP's chart, have been getting strong sales action by dealers in most markets.

### THE HALLELUJAH TRAIL...

Elmer Bernstein, United Artists UAS 4127 (M), UAS 4127 (S)

## UP THROUGH THE YEARS...

Jim Reeves, RCA Victor UPM 3427 (M), LSP 3427 (S)

## THE DECLINE AND FALL OF THE ENTIRE WORLD AS SEEN THROUGH THE EYES OF COLE PORTER...

Kaye Ballard, Columbia CL 6410 (M), CS 2510 (S)

## MOONLIGHT BECOMES YOU...

Jerry Vale, Columbia CL 2371 (M), CS 9171 (S)

## LOOK AT US...

Sony & Char, Arco 137 (M), SO 177 (S)

## ENGLAND'S GREATEST HITMAKERS...

Various Artists, London LL 3430 (M), PL 430 (S)



## SINGLES SPECIAL MERIT

### KEY SONGS, VOL. 1

Buck White, Arhoolie P 1019 (M)

Here is one of two volumes of country blues by one of the greatest purveyors of the old blues style. Arhoolie is highly original and his performances are highly individual. He is a true master of the instrument. His first jazz rhythm, on the song "Bamba," is a perfect illustration of "Bambale," a perfect illustration of Latin jazz. It is one of the most important new releases in this genre.



## BLUES SPECIAL MERIT

### BROWNIEVILLE BLUES

Sheepy John Eats, Delmark DL 612 (M), DS 9012 (S)

A package of blues by the legendary blues artist includes recordings made at a session in New York, Chicago, London, Copenhagen and other spots. They will be released by Delmark in the fall and blue vinyl. The material is a true blues classic, reflecting the influence of his father, Brownie. Here, John includes "The Girl I Love," "City Hall Blues," "Government Blues," "Punk."



## INTERNATIONAL SPECIAL MERIT

### GREAT FAVORITES OF MEXICO

Caral Mexicana, Columbia EX 5143 (M), ES 1843 (S)

The 40 men and women of the Caral Mexicana are set out on the popular "Great Favorites of Mexico." The album contains some of the great traditional Mexican songs, including "Alla en el Rancho Grande," the cowboy classic. Some other songs are also just for the show.



## FOUR-STAR ALBUMS

The four-star label is awarded new albums with sufficient commercial potential in their respective categories to merit being carried by most dealers, wholesalers and rack jobbers handling the category.

## POPULAR

ON THE BEACH AT WAIKIKI  
Bert J. J. Decca DE 4668 (M), DE 7468 (S)

SPOLEIGHT ON EARL GRANT  
Decca DE 4624 (M), DE 7468 (S)

DISCOTHEQUE A-GO-GO  
The Chiffons Decca DE 4624 (M), DE 7468 (S)

THE RIVERA ORCHESTRA PLAYS HITS FROM BROADWAY AND HOLLYWOOD  
The Rhythm 12369 (M), SRW 16267 (S)

THE WAY I FEEL  
Yvonne Yvonne 061 (M)

GOLDEN ORCHESTRA PLAYS THE RIVERA ORCHESTRA PLAYS GOLDEN FAVORITES  
The Rhythm 12369 (M), SRW 16267 (S)

THE RIVERA ORCHESTRA COES LATIN  
The Rhythm 12369 (M), SRW 16267 (S)

ENTRANCE WITH SOUL  
Perry & the Rhythm Memory NG 31837 (M), NG 61837 (S)

LUCKY LEVEN  
Jimmy Oliver, Decca DE 4668 (M), DE 7468 (S)

THAT TORRID TANGUO SOUND  
The Tanguos, Columbia CL 2367 (M), CS 9167 (S)

## COUNTRY

GEORGE JONES  
Sundry SEP 325 (M)

## JAZZ

"LIVE" AT BOULBON STREET (CHICAGO)  
Decca DE 4668 (M), DE 7468 (S)

SOUL SOUNDS  
The 3 Souls, Argo LP 4664 (M)

TEENYBOP TIME  
Bucky Green, Argo LP 782 (M)

## FOLK

SANDY BULL/INVENTIONS  
Vanguard VRS 908 (M), VRS 7910 (S)

JACKIE WASHINGTON AT CLEA  
Vanguard VRS 913 (M), VRS 7913 (S)

## POLKA

OLD TIME-BIT TIME  
"Wiseacre" John O'Brien, Decca DE 4668 (M), DE 7468 (S)

## RELIGIOUS

FROM SCANDINAVIA  
Tina Turner, Word W 204 (M), WST 204 (S)

PACEM IN TERRIS  
Columbia Sings (Athena), Vanguard VRS 914 (M), VRS 7914 (S)

## INTERNATIONAL

VIVA TANGUO  
Ray Barretto, United Artists UAL 3445 (M), UAL 3445 (S)

THE LA PLAYA ORCHESTRA IN PUERTO RICO  
United Artists UAL 3445 (M), UAL 3445 (S)

SIESTA EN PANAMA  
Linda Arango, Y in Columbia Art ALP 3068 (S)

DANCE THE TANGO  
The Cadillacs, Decca DE 4668 (M), DE 7468 (S)

ALPEN FREIEN  
Lieder aus den Bergen mit Lieder, Polygram SEP 324 (M)

(Continued on page 48)

# The Jass Hits are on BLUE NOTE

## THE TURNAROUND!



BARB MOULTON  
THE TURNAROUND SEP 4184

## FREE FOR ALL



ART SHAW & JAZZ MESSENGERS  
FREE FOR ALL SEP 4170



THE BRONZE DRIVE OFF  
THE BRONZE DRIVE OFF SEP 4183

## KENNY DORHAM



KENNY DORHAM  
TROMPETA TOCATA SEP 4181



BLUE MYTHOLOGY  
THE THING TO DO SEP 4179

## HOLIN



STARLIGHT TURNTABLE  
HOLIN SEP 4182

# BLUE NOTE

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43 W. 61st St., New York, N. Y. 10023

## ALBUM REVIEW POLICY

Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Full reviews are presented for Spotlight Picks and Special Merit Picks, and all other LP's are listed under their respective categories.

### EVITEZ LES CONFUSION!

Avoid confusion--this ad is being taken out in behalf of the original recording, "HOME OF THE BRAVE" by BONNIE AND THE TREASURES on PHI-DAN RECORDS #5005, a master which I purchased.

To avoid any confusion, there is no doubt that this is the original recording, and original creativity is still the backbone of our industry--isn't it?

Thanks,

Phil Spector





LEONARD BERNSTEIN with his wife and children at London airport. Bernstein was in England, combining a holiday and a visit to Chichester Cathedral to attend the first performance of his work, "The Children's Psalm." The work, in Hebrew, was specially commissioned by the Dean of Chichester as part of the Southern Cathedral Festival this summer. Performance was given by the Cathedral choir and the Philo Musics of London.

## DGC Plans Spec'l Offering Of De Luxe Classical LP's

HAMBURG — Deutsche Grammophon plans a special offering of classical music at the beginning of the winter season — "Masterworks in Deluxe Editions."

The company is issuing selected works of the romantic age at reduced prices from Sept. 1 to Jan. 15. The repertory of two of the three de luxe albums, each having eight 12-inch LP's, is as follows:

"Frederic Chopin's 'Selected Works for Piano,'" interpreted by Tamas Vazary; and Franz

Schubert's "chamber music," with leading chamber music ensembles.

These two albums will precede the long-heralded Grammophon version of Mozart's "Magic Flute," under direction of Karl Boehm.

"Masterworks in Deluxe Editions" will be issued simultaneously. (Continued on page 42)

## 240 Entered in Geneva Contest

GENEVA — Some 240 candidates from 37 countries will participate in the 27th Musical Executions Competition here Sept. 18 to Oct. 2. The final evening will be televised on Eurovision network.

Males outnumber females 125 to 115; 85 are vocalists and 92 are pianists. Other categories include 29 violinists and 18 each on the cello and horn. France with 46 has the greatest number of entries, followed by the U. S. with 31; Switzerland, 19; Germany, 17; Italy, 13, and England, 10. Other nations with five or more entries include Poland, Belgium, Austria, Canada, Japan, Rumania, Argentina, Israel and the Netherlands.

Final concert will be given with the Suisse Romande Symphony, under Jean Meylan's direction.

## Sevitzky in Florence

FLORENCE — Fehlen Sevitzky, newly appointed conductor of the circular Miami Symphony Orchestra, which makes its debut in October, appeared here. He directed the Florentine Symphony at the Pitti Palace in a program of Rimsky, Shostakovich and Beethoven. Sevitzky was the only American conductor in the summer series here.

## DGG Program To Emphasize Marketing Aids

NEW YORK — DGG's fall program will place heavy emphasis on dealer merchandising aids, according to Jerry Schoenbaum, sales head of the MGM classical division which distributes the German label in the U. S.

Use racks, browser cards, easel-backed display cards and catalogs will be the basis of the merchandising program.

In addition, DGG distributors will provide dealers with both DGG and Archive catalogs for distribution to customers.

Set for October release is a specially priced set of five Bach cantata albums for the Christmas season.

Schoenbaum said that multi-unit deals will be used increasingly by both DGG and the Archive series.

## Minneapolis, AFM Local Sign Contract

MINNEAPOLIS — The Minneapolis Orchestral Association, representing the Minneapolis Symphony Orchestra signed a five-year contract with Local 75, American Federation of Musicians.

By the fifth year of the contract, musicians will be guaranteed 45 weeks of employment compared with the present 31. Annual earnings for orchestra members will nearly double during the five-year period.

More concerts are in the works for the upper Midwest cities, and broadcasts and telecasts of concerts are planned.

The Minneapolis contract is in keeping with the trend set by major orchestras in Boston, New York, Philadelphia, Cleveland, Detroit, Pittsburgh and Chicago. That trend is toward year-round employment of musicians.

## 'Faustus' Cut By Academic

DENVER — "Or. Faustus," the 16th century Christopher Marlowe play, has been produced by the Academic Album Co. here in co-operation with RCA Victor Records. All 27 parts in the performance are read by James Sander, professor of speech and drama at the University of Colorado. He is an expert on the Elizabethan theater.

The play is regarded as Marlowe's greatest work, and the disk is a record selection of the National Council of Teachers of English.

The recording was made before a live audience at Regis College, Denver. List price is \$4.50.

ian folk material in his compositions.

The composer also visited this country in 1946 through Bonaventura's efforts.

## BEST SELLING BUDGET-LINE CLASSICAL LP's

Below is a list of best selling Budget-Line Classical LP's in top Classical Retail Outlets.

This Week

1. **BARTOK**—Concerto for Orchestra; Chicago Sym. Orch. (RCA): RCA Victor VICS 1110 (5), VIC 1110 (4).
2. **VAUGHAN-WILLIAMS**—Symphony No. 2 (London): Halle Orch. (Barbès): Vanguard SRV-134 SD (5), SRV-134 (4).
3. **KNUMEL**—Mandolin Concerto in G major/HOFFMAN—Mandolin Concerto in D major; Bauer-Stels, Kunschak, Vienna Pro Musica Orch. (Hasky): Turnabout TV 34003 (5), TV 4003 (4).
4. **SIBELIUS**—Symphony No. 1 in E: Halle Orch. (Barbès): Vanguard SRV-132 SD (5), SRV-132 (4).
5. **BACH**—Four Concertos for Harpsichord and Orchestra; Neumeier, Berger, Burr, Urbisat, Ch. Orch. of the Same (Rostrop): Nonesuch H 71019 (5), H 71019 (4).
6. **ALBINONI**—Adagio for Strings and Organ, Concerti A Corus, Sinfonia Instrument Ensemble (Nonesuch H 71005 (5), H 71005 (4)).
7. **NAYDN**—Symphonies 103 (Drum Roll) and 104 (Lauden): Vienna St. Op. Orch. (Woldike): Vanguard SRV-126 SD (5), SRV-126 (4).
8. **COURT AND CEREMONIAL MUSIC OF THE EARLY 16TH CENTURY**; Roger Blanchard Ensemble: Nonesuch H 71012 (5), H 71012 (4).
9. **TCHAIKOVSKY**—1812 Overture/BEEHIVEN—Wellington's Victory, Mpls. Sym., Minn. U. Brass Band (Dorati): Mercury SRD-19 (5), MGD-19 (4).
10. **VIVALDI**—Concerto for Two Horns and Strings in F major, Concerto for Guitar and Strings in C major, Concerto for Guitar and Strings in D major and Suite from "Il Pastor Fido"; Austin, Curran, Delaware, Speckert, Collegium Musicum of Paris (Doutlet): Nonesuch H 71018 (5), H 71018 (4).
11. **GRF**—Camino Burano, Czech Phil. (Smetacek): Parkament S-161 (5), 161 (4).
12. **TCHAIKOVSKY**—Symphony No. 4 in F: Halle Orch. (Barbès): Vanguard SRV-135 SD (5), SRV-135 (4).
13. **SCHUBERT**—Waltzes, German Dances and Valse Nobles; Hauths: Turnabout TV 34006 (5), TV 4006 (4).
14. **BACH**—Mates; Norddeutscher Singkreis (Walden): Nonesuch H 71060 (5), H 71060 (4).
15. **SYMPHONIES AND FANFARES FOR THE KING'S SUPPER**; Collegium Musicum of Paris (Doutlet): Nonesuch H 71009 (5), H 71009 (4).

## BILLBOARD'S NEWEST INDUSTRY-SCALE ANNUAL



When Answering Ads . . . Say You Saw It in Billboard

BILLBOARD, August 14, 1965

# DUNHILL

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...BUT A RECORD COMPANY

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**BARRY MCGUIRE**

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AND A GREAT WRITER

**P. F. SLOAN**

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# NEW ALBUM RELEASES

This form is designed to aid dealers in ordering and broadcasters in programming.

ART
BILL ABRAHAM Laughin' H Up! AL 38
CAPITO
THE BEATLES-Ruby! MAS 2394, 2043
AL HARTING-My Darling, T 2342, T 2342

COLUMBIA
RACH Organ Favorites, Vol 2, C. Power Ways, AL 4141, MS 4141
SATIS BALLARD-The Decline and Fall of the Infamous World as Seen Through the Eyes of Fate Parody, SO 4401, SO 4016
THE BROTHERS FOUR-Try to Remember! CL 2379, CL 9179
JACK BROWN & ARNET SCHWENNER-In One Head and Out the Other, CL 2370, CS 9170
BOB DYLAN-Highway 61 Revisited, CL 2395, CS 9195
CASSIO JOHNSON-Brazilian Byrds, CL 2327, CS 9127
ARNOLD SOUTHWELL-The Thunder- The Sounder Sound of John Philip Sousa, CL 2391, CS 9191
HERBIE MANN-Jazz Man AFRO to Blues to River, CL 2398, CS 9198
CORAL MEXICANO-Grand Festival de Madi- on, EX 9143, EX 1943
THE MONROE TROOPHOUSE CHOR-The Land is Your Land, MS 4147, MS 4147
HOMERIE STANLEY MATEE-New York Phil harmonic (Shoppers), MS 4142, MS 4142
WMA HARMONY-Grand Festival de Madi- on, EX 9143, EX 9143
TECHNOLOGY-VIOLIN CONCERTO-MEN- DELSSOHN-VIOLIN CONCERTO-BEETHOVEN cello (radio), MS 4150, MS 4150
RECORD THREE-The Best of 1945, MS 4144, MS 4144
WILLY WOLFE-Out of This World, CL 2378, CS 9178
WOODSTOCK JAZZ SINGERS-Sing to the Love, Vol. 1, CL 2391, CS 9191

CONCERT DISC
DRIVET: QUARTET-KAYE GRANTET- Pina Auri, MS 1332, CS 2332

DEUTSCHE GRAMMOPHON
KARL RICHTER-Johann Sebastian Bach 128 907 SLPM
BEETHOVEN-ELIASHENGELIN MS 14- Wolfgang Kempff, 128 940 SLPM
MICHAEL DIE LAMBERTUS Music Flute- Victorious Artists, 128 950 SLPM
RAVILY: LUDWIG SPANNOLO-Schubert Hofmann Paris (Mazur), 128 970 SLPM
ADOLF SCHUBERT-Beethoven Music for Trumpet Victor, 128 475 SLPM
SHIRLING: STANFORD MS. 5-Reiner Phil harmonic (Van Katsen), 128 975 SLPM

EVEREST
BIGBO SMITH SINGERS-An American Trip- Tch, 1212, 4120

FOURWAY
BOBBY SPARKS-Progressive Bluespurs, PA 2473

RECORD
ONE LEMAY'S Lido's, Lido's Sounds, LPM 124

SLAND
VARIOUS ARTISTS-Two Two For the Show, SLAND 1

LONDON
ROBERT MERRILL-American, PA 83023, SP 44043
FRANK CHASEFIELD & HIS ORCH-The New Straight, IL 3421, SP 44044
WERNER MULLER & HIS ORCH-Germany SP 44047
ERIC BODGERS-The King of Sound, SP 44049
LUC MACDONALD-Music Macdonald TW 61235, SP 44055
LOU MACDONALD-Passive Latin Tonic TW 61236, SP 44053
THE LITTLE SINGERS OF TOKYO AT LIN- COLN CENTER, TW 61237, SP 90279
A Musical Journey Through Germany's Best Musicians, TW 61234, SP 90284
RODOLPH: THE SINGERS OF SEVILLE-Various Artists, A 401, CSA 101
RECEIVED: STANFORD-Magnum Tonic 9028, SP 9028
CORAL HORN BALLADS-Vladimir Adu- shnikov, CM 9422, CS 9422
TECHNOLOGY: STANFORD MS. 5 IN 5 HARMONY-Vladimir Adushnikov, CM 9422, CS 9422

MONDO
ANDRE BERCHEN-Jazz Solist Back, N 1004, N 7104

RAYON TWO CONCERT: FOR FLUTE, OBOE AND CORO-Orchestra Municipal de Paris (Debut), N 1007, N 7107
MICHAEL: CONCERTS FOR TWO VIOLINS- Chamber Solo of the Paris (Debut), N 1008, N 7108
TELEPHONE CONCERTS FOR TWO VIOLINS, FLUTE, OBOE & VIOLA-Orchestra Solo of Toulouse (Debut), N 1009, N 7109
VIOLETT: THE NEW READINGS-Schubert Chamber Orchestra (Trio), N 1010, N 7110

RECORD
BOBBY SPARKS-Progressive Bluespurs, PA 2473

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BOBBY SPARKS-Progressive Bluespurs, PA 2473

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## DGG Plans Special Offering

\* Continued from page 44  
only in 14 European countries.  
Grammophon said substantial



price reductions had been made possible for the large pressing orders for this special release. The Chopin album will cost 118 Deutschmarks and the Schubert album 128 Deutschmarks (prices are the diskery's recommended price).  
The complete recording of "The Magic Flute" is being offered at an introductory price of 49.50 Deutschmarks, com-

pared with the normal price of 75 Deutschmarks.  
Grammophon also is issuing a special LP, "Selected Masterworks," by way of introduction to the romantic era, the great epoch represented by the Chopin and Schubert albums.  
The luxurious, multicolor albums are accompanied by large illustrated booklets with pictorial and biographical material on the artists and articles by leading French, German and Polish authorities on Chopin and Schubert.

## Pearce to Paris

PARIS—Jan Pearce, Metropolitan Opera tenor, will make a concert appearance at the Champs Elysee Theater here Oct. 3. Pearce, currently on a U. S. concert tour, will return to the Met this season and is set for several TV appearances.

NASHVILLE—Bill Anderson and his "Po' Boys" fly to New York Sept. 20 to tape for "The Jimmy Dean Show" to be televised Oct. 1.



MRS. HENRY CANNON, who has portrayed the personality of Minnie Pearl in global prominence, chats with Billboard's Nashville news chief, Elton Whisenand, about the upcoming Awards Night to be sponsored by the magazine. The Billboard award the pair is discussing is one of the comedian's "proudest possessions" and adorns the wall of her den.

## Monterey Fest Offers Grant

HOLLYWOOD—Directors of the Monterey Jazz Festival will award \$10,000 to the Monterey Peninsula College Music Department and \$5,000 to a student jazz musician to continue his studies.

The grants were allocated from profits garnered from the Jazz Festival's 1964 season, the most financially successful in the seven-year history of the event. Gross revenue for 1964 was \$119,813.

Mel Izenberger, Festival president, said a committee of five jazz artists will be named to select the recipients of the \$5,000 grant.

The \$10,000 grant is the fourth since the Festival was established in 1958. In 1963 the Festival's board awarded the college \$600; in 1962, \$2,000, and in 1963, \$15,000.

## Americana Bookings

WOODLAND HILLS, Calif.—Jimmy Walker has joined Americana Corp. as a promoter and has begun a series of West Coast dates for the office, opening in Brea, Calif., at the Canyon Hills Inn, Jan. Noddy, Tom Cash and Connie Hall have been booked by Americana for a 20-day tour of Arizona and California in September and October. Eddie Dean leaves Aug. 6 for a 10-day tour with Jeannie Seely (Challenge) through the Pacific Northwest. Freddie Hart returned here Aug. 2 from a month recording stint in Nashville. Johnny Bond left Aug. 1 for Nashville and a recording session for Starday.

## New C&W Unit

PHILADELPHIA—Two lead men in Bill Haley's Comets left to form their own unit which will emphasize country and western music. Later men for the new Country Showmen are drummer Dave Holly and guitarist Nick Master. New unit's first playing date is a six-week run at Lake View at nearby Allentown, N. J. Haley's Comets originally stated as a country and western unit before switching to rock 'n' roll.

## Cash Meets Distributors

NEW YORK—Joe Cash, national promotion chief of Monument Records, is touring the northeast to meet the label's distributors. Cash is also making the deejay circuit. He arrived in New York last week with Chuck Chellman, Monument sales chief.

# this hot item makes fine fidelity at 3 3/4 ips come true "Dynarange" Recording Tape

So sensitive, your customers can cut recording speed by half, yet retain full fidelity. They'll love, you'll profit with these new boxes.

YOU'RE NOW READY TO CASH IN! On the tape that records twice the music per foot. New SCOTCH® Brand "Dynarange" Series Recording Tape. It delivers a truly significant advantage your customers have been waiting for. Lets them record at 3 3/4 ips all the fidelity they could previously enjoy at only 7 1/2. (Or they can use it at 7 1/2—discover fidelity they didn't know their recorders had.) And beginning next month, your customers will hear all this.

HEAVY ADVERTISING BREAKS IN SEPTEMBER! And will continue through the rest of the year. Not

only in magazines, but on network television and FM radio. Advertisements will appear in Sports Illustrated, The New Yorker, as well as in all leading audiophile fan magazines. "Dynarange" Tape will be featured on the 3M-sponsored documentary series on ABC television. And a special 3M-sponsored weekly program on FM radio will announce this new tape in major markets across the country.

The word will soon be out, so stock up now. Take advantage of the merchandising offers shown below that promote "Dynarange" Tape and the complete line of "SCOTCH" Recording Tapes.



Free display and demonstration tape when you stock the new "Dynarange" Series. Free recorded tape lets your customers hear for themselves the assurance of new "Dynarange" Series at the slow 2 1/2 speed. You also get gold-plated rack shown, back-up card, plus window marker. All free with complete order in your initial purchase of 36 rolls of "Dynarange" Tapes.



New small truck display free with 36 "Living Letters". Handone red, white and blue display lets you profit from the high profit turnover of "Living Letters". Comes completely stocked with 36 rolls—12 each of 150', 200' and 300' lengths. Each roll comes in heavy duty plastic master that fully meets postal regulations. Display pocket provides for address labels, product literature. Also available: record wrong master display stocked with 72 "Living Letter" tapes.



Accessories pack free to customers with purchase of a 7" reel of double or triple length tape. A sales builder for you. A bonus for your customers. A roll of splicing tape plus 12 end-of-reel tape clips are included. Free special shrink-packed 7" pairs of "SCOTCH" double and triple length tapes. Offer available to you and your customers for a limited time only.



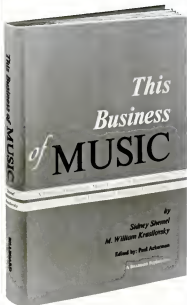
Proven permanent displays that have boosted tape sales as much as 300%. Ask your supplier for details. The floor cabinet display (12-2) shows how increased tape sales from 45% to as high as 300% in stores across the country. Holds 144 rolls, provides for self-service convenience of tapes and accessories. Smaller WCD-1 unit or counter display also available.

"SCOTCH" AND THE WAVE DESIGN ARE TRADE MARKS OF 3M CO.

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Review by A.G., New Musical Express

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## BREAKOUT SINGLES

### ★ NATIONAL BREAKOUTS

#### NO NATIONAL BREAKOUTS THIS WEEK

### ★ REGIONAL BREAKOUTS

These new records, not yet on Billboard's Hot 100, have been regional getting, driven sales better by dealers in major markets) listed in parentheses.

**YOU CAN'T BE TRUE DEAR** . . .  
Patti Page, Columbia 43345 (Rhinoceros, ASCAP)  
(Memphis, Houston)

**99 PLUS 1** . . .  
J. Gordon, Blue Rock 4026 (Banterstep & Sonnet, BM)  
(Dallas-Fort Worth, Memphis)

**LAUGH AT ME** . . .  
Sonny, Ace 556P (Tina-West Cotton, BM)  
(San Angeles)

**I WANT TO (Do Everything for You)** . . .  
Joe Tex, Del 4016 (Tina, BM) (Dallas-Fort Worth)

**THE WAY OF LOVE** . . .  
Barry Bitt, Parrot 9773 (Chappell, ASCAP)  
(Philadelphia)

**THESE HANDS (Small But Mighty)** . . .  
Bobby Mond, Duke 385 (Don, BM) (Houston)

**I'M ALIVE** . . .  
Hollies, Superlat 66119 (Cameback Mountain, BM)  
(Milwaukee)

**HEY LITTLE GIRL** . . .  
Z. Z. Hill, Best 427 (Maddox, BM) (Dallas-Fort Worth)

**THE SWEETHEART TREE** . . .  
Henry Mancini, His Girl and Chorus, RCA Victor 8624  
(East Hill, ASCAP) (Houston)

**SPOOTIN'** . . .  
Bill Medley's Combo, NE 2094 (Jax, BM) (Memphis)

**ONLY YOU** . . .  
Don Owens, Capitol 3445 (Blueback, BM) (Detroit)

**EVE OF DESTRUCTION** . . .  
Bobby McQueen, Dunhill 4507 (Trosdale, BM)  
(Los Angeles)

**I'M LIVING GOOD** . . .  
Orestes, Goldwax 137 (Tama, BM) (Memphis)

**OUT IN THE SUN (Hey-O)** . . .  
Beach Music, Bong 804 (Grand Canyon, BM) (Houston)

**DOWN BY THE OCEAN** . . .  
Scorpions, Comas 378 (Musile, BM) (Philadelphia)

**MOHAIK SAM** . . .  
Charlie Rich, Smash 1993 (Audiob, BM)  
(Memphis, Houston)

**ARE YOU A BOY OR ARE YOU A GIRL** . . .  
Barbara, Louie 3308 (Elvin, BM) (Houston)

**I LIVE FOR THE SUN** . . .  
Sonny, Tower 148 (Sea of Tunes, BM)  
(Winnipeg-St. Paul)

**FOOL'S PARADISE** . . .  
Bobby Wood, Jay 301 (Beckie, BM) (Memphis)

## • ALBUM REVIEWS

Continued from page 42

★★★  
**THREE-STAR ALBUMS**  
The reviewer rating indicates moderate sales potential within each record's music category.

**POPULAR**  
MIKE HOOD  
Harris Yorboung. Arps LP 492 (M)

**COUNTRY**  
THE AMAZING AND INCREDIBLE  
PETS DRAGONS  
Mercury LP 308 (M)

**CLASSICAL**  
MARTIN ROSSIGNOL FOR ORCH &  
DEB & ENCH  
Franklin Starbuck/Erno Piffmeyer

### A-F Distrib in N.J.

NEWARK, N. J.—Woody Distributors here has been named New Jersey distributor for Audio-Fidelity Records.

RE (Chapman's) Parliament PLP 608  
(M) PLP 607 (M)

**FOLK**  
OLD-TIME SOUTHERN GARDEN MUSIC  
THE STINK BANGS VOL. 2  
Various Artists. Old Time LP 101 (M)  
BALLADS AND SONGS  
Various Artists. Old Time LP 100 (M)  
BAD LUCK W/ TREMBLES  
Various Artists. Arnette P 3012 (M)

**INTERNATIONAL**  
ANDRE TROUSNIANT LIVES AT LA FIN  
Art ALP 3012  
BOLERO DA HOY VE AYER  
Esterio Yanes. Columbia EX 3041 (M)

### E. H. Morris Buys 'Drat, Cat' Rights

NEW YORK—Publishing rights for the upcoming Broadway musical, "Drat! The Cat!", have been sold by the show's producers, Jerry Adler and Norman Rosemont, to the E. H. Morris Publishing Co.  
The show is set to open at the Martin Beck Theatre Oct. 9. Book and lyrics are by Ira Levin; music by Elton Gould.

## Gospel TV Show Sold

ATLANTA—A 15-minute syndicated daily gospel music TV show featuring Jake Hess and the Imperials was sold last week by Programming, Inc. of Atlanta to Poole Production, Inc. of Greenville, S. C. Price was not disclosed.  
Programming, Inc., is owned by the LeFevres.

The Hess show will continue to be taped at TV station WSLX, Nashville. The sale involved the tapes of all previously filmed shows. The Hess show is seen in 20 markets.

The Imperials moved their base of operations from Atlanta to Nashville July 1.

## Bill Denny Seeks Recordings for Ced'wood Lists

NASHVILLE—Bill Denny, president of Cedarwood Music Publishing Co., has begun a drive to get the religious music in its catalog recorded by various gospel groups.

Cedarwood has a catalog of religious songs previously recorded by such country stars as Webb Pierce, Carl Smith and Kitty Wells.  
Denny appointed Jan Crutchfield to head the expanded drive into gospel music. Cedarwood recently published a book with some of its top religious songs and mailed it to gospel groups.

## Ron-Dells, Uniques Sign With Brown

MEMPHIS—Ray Brown of National Artists Attractions signed last week an exclusive booking agent for two new combos, the Ron-Dells and the Uniques.

Both groups appeared on the Beach Boys show in Tulsa July 21 and Austin, Tex., July 24, which were sellouts. First single for the Uniques is "From Heaven to Heart Break."



DON BOWMAN (seated) affixes his signature to a management contract which puts him under the guidance of Hubert Long Talant, Inc., Nashville. Gathered around for the signing are (left to right) Long Talant execs John Owen, vice-president; Shorty Lavender, vice-president; and Hubert Long, president.



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JOSIE

HICKORY 1324

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BARBARA  
MILLS

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ROY ACUFF  
QUITS ROAD

NASHVILLE—Roy Acuff, "King of Country Music," is saying goodbye to road touring after more than three decades of it. It was a hard decision, but the highway crash July 10 near Sparta, Tenn., in which he suffered several fractures and was seriously injured, convinced him. He is recovering, but he said last week he has called the rest of his 1965 dates except one. He still hopes to leave with his troupe Dec. 6 to entertain U. S. servicemen in Vietnam. He won't leave the business entirely after that, but will remain active with limited special appearances and his stints on "Grand Ole Opry."



HANK COCHRAN, one of Pamper Music's top writers, is getting strong air play with his RCA Victor recording of "Who's Gonna" (478616).

Four Eligible to CMA's  
'Fame' Under New Voting

NASHVILLE — Voting deadline for the 120-member Country Music Hall of Fame selection committee has been extended from Aug. 15 to Aug. 21, Jo Walker, CMA executive director, said last week. Ballots must be postmarked by Aug. 21, she said.

Ballots and biographical sketches of the 70 candidates were mailed to the election com-

mittee July 21 by the Nashville accounting firm of Ernst & Ernst, which will tabulate results.

Under the new voting system this year, nominees are in four categories: Living artists, deceased artists, living non-performers, deceased non-performers. It will take at least six votes to elect.

Criticism on which votes are to be cast is based on what the candidate "contributed to country music which has exerted a continuing effect on it."

Mrs. Walker said it is possible for four persons to be elected to the Hall of Fame this year, one in each category.

After the votes are tabulated, handsome plaques will be presented to the winner or member of his family. A local musician who will also be mounted in the Country Music Hall of Fame.

The award presentations will be made at the CMA banquet Friday night, Oct. 22. A program of entertainment and dance will follow. A site is not firm, but may be the National Guard Armory. The CMA convention dates, which coincide with WSM's Country Music Festival, are Oct. 23-25.

The Hall of Fame has five members now. Jimmie Rodgers, Fred Rose and Hank Williams were elected in 1961, the year it was founded. Roy Acuff was elected in 1962, no one in 1963, and Tex Ritter in 1964.

Marathon Pic  
In 21 Markets

NASHVILLE—"Second Fiddle to a Steel Guitar," second film produced by the local Mission Pictures Corp., is set in markets all over the U. S. within 30 days, Marie Tector, office manager, said last week. President of the picture company is Audrey Williams.

Mrs. Tector said the film opened in 21 theaters in Illinois, Indiana, Michigan, Kentucky and Ohio July 28 and that she guesses to date have been very good.

First film produced by the Marathon company was "Country Music on Broadway" last year, in which several Hank Williams numbers were used. Hank Williams Jr. and Audrey Williams were among artists who had roles.

"Second Fiddle to a Steel Guitar" features more than two dozen country music stars and actors Huntin' Hall, Lou Gorey and Arnold Stang. It was filmed in Nashville last spring.

## coming



DON RENZI, seated, signed last year's winner and artist for the Hal J. Smith enterprise, Pamper Music, Inc., and Hal Smith Artists Productions. Standing, from left, are Ray Pennington, production coordinator, and Haze Jones, general manager of the artist agency. Reno Records for Dot Records.

## HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 8/14/65

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	THE FIRST THING EVERY MORNING (And the Last Thing Every Night) Johnny Cash, Columbia 42543 (Monroe, BMI)	11	26	26	TEN AMT ALL John D. Loudermilk, RCA Victor 8074 (Acuff-Rose, BMI)	7
2	4	YES, MR. PETERS Ray Smith & Frankie Mitchell, Mercury 25418 (Mercury, BMI)	12	27	14	WYDERS NUMBER Casper Vanover, United Artists 816 (2nd, BMI)	11
3	2	THE FRODO WASHED OUT Warner Mack, Arista 21774 (French, SESAC)	12	28	12	SIX TIMES A DAY (The Train Came Down) Dick Corbett, Sonar 135 (Acuff-Rose, BMI)	8
4	3	BEFORE YOU GO Buck Owens, Capitol 5410 (Bluebird, BMI)	14	29	10	PROOF OF BARBERSHIRE Renee Robbins, Columbia 42358 (Roberts, ASCAP)	18
5	5	THE OTHER WOMAN Ray Price, Columbia 42544 (Paisley, BMI)	15	30	39	OUR HEARTS ARE HOLDING HANDS Hazel Hall & Cora Lynn, Decca 31793 (Acuff-Rose, BMI)	4
6	11	THEY WALK Cousin Hank, Columbia 42545 (Paisley, BMI)	8	31	22	I'LL KEEP HOLDING ON Sonny James, Capitol 5373 (Monroe, BMI)	10
7	15	YANKEE AXE Chet Atkins, RCA Victor 8099 (2nd, BMI)	7	32	25	LOUSIANA MAN George & Sam, Master 1207 (Acuff-Rose, BMI)	7
8	6	IT'S ALRIGHT Sonny James, RCA Victor 8071 (Monroe, BMI)	11	33	16	I HEARD FROM A MEMOIR LAST NIGHT The Edwin Brown, RCA Victor 8086 (Acuff-Rose, BMI)	8
9	1R	HICKORY Tommy Earl Ford, Capitol 5425 (Central Songs, BMI)	10	34	44	GORRA HATE LOVE Bobby Darin, Capitol 5485 (Central Songs, BMI)	10
10	6	ENGINE, ENGINE Roger Miller, Smash 1903 (Tenn, BMI)	12	35	33	BE GOOD TO HER Lafayette, Columbia 42354 (Calderwood-Spork, BMI)	8
11	8	I CAN'T REMEMBER Connie Smith, RCA Victor 8051 (Monroe, BMI)	11	36	30	TROUBLE AND ME Doris Day, Columbia 42354 (2nd, BMI)	5
12	13	WILD AS A WILDOG Charlie Walker, Epic 7799 (Tenn, BMI)	11	37	32	I HAD ONE TWO WANT The Edwin Brown, RCA Victor 8086 (Acuff-Rose, BMI)	10
13	35	IS IT REALLY OVER Sonny James, RCA Victor 8023 (Tulsa, BMI)	4	38	30	ENOUGH MAN FOR YOU Ray Price, Capitol 5410 (Bluebird, BMI)	10
14	37	ONE DIME AND A DIME Roger Miller, Smash 1903 (Tenn, BMI)	4	39	50	THE GU CRUISE Frankie Laine, Mercury 1225 (Acuff-Rose, BMI)	10
15	25	TRUCK DRIVING SON OF-A-BORN Ray Price, Mercury 1225 (Acuff-Rose, BMI)	8	40	48	NOBODY LEFT TO LOSE Sonny James, Mercury 1240 (Acuff-Rose, BMI)	10
16	1R	COUNTRY CATHAR Phil Spector, Capitol 5485 (Central Songs, BMI)	10	41	41	REWARD THE TEAR Sonny James, Capitol 5410 (Bluebird, BMI)	1
17	17	WINE Art Tates, RCA Victor 8099 (2nd, BMI)	7	42	—	THE KILLES OF SOUTHERN HILL The Edwin Brown, RCA Victor 8086 (Acuff-Rose, BMI)	1
18	17	BLUE KENTUCKY GIRL Sonny James, Epic 7799 (Tenn, BMI)	13	43	—	LOST IN THE SHUFFLE The Edwin Brown, RCA Victor 8086 (Acuff-Rose, BMI)	1
19	21	HICKORY CRAWFISH Johnny Cash, Columbia 42543 (Monroe, BMI)	6	44	48	CRYSTAL CHAMBERLAIN Curt Baker, RCA Victor 8023 (Tulsa, BMI)	1
20	10	WHAT'S HE DOING IN MY WORLD Ray Price, Mercury 1225 (Acuff-Rose, BMI)	11	45	—	THE FRIENDLY UNDISCOVERED Jon Rodick, Capitol 5410 (Bluebird, BMI)	1
21	41	ONLY YOU (Can Break My Heart) Buck Owens, Capitol 5410 (Bluebird, BMI)	4	46	—	THEY'LL START BELIEVING IN YOU Ray Price, Capitol 5410 (Bluebird, BMI)	1
22	40	I WOULDN'T BUY A USED CAR From Him Sonny James, RCA Victor 8023 (Tulsa, BMI)	4	47	—	WHO DO YOU THINK I AM Vince Guaraldi, Decca 31816 (Calderwood-Spork, BMI)	1
23	31	WALKING THE FLOOR OVER YOU George Hamilton IV, RCA Victor 8023 (Tulsa, BMI)	6	48	—	MEANWILE, DOWN AT DICK'S Ray Price, Decca 31817 (Calderwood-Spork, BMI)	1
24	36	GREEN, GREEN GRASS OF HOME Sonny James, RCA Victor 8023 (Tulsa, BMI)	6	49	—	YOGEL, SWEET YOGEL The Edwin Brown, RCA Victor 8086 (Acuff-Rose, BMI)	1
25	26	ADAM Don Gibson, RCA Victor 8099 (Acuff-Rose, BMI)	7	50	—	WHISTLE WALKIN' Red Miller, Capitol 5401 (Central Songs, BMI)	1

## HOT COUNTRY ALBUMS

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	2	THE EASY WAY Bobby Darin, RCA Victor 1041 (2nd, BMI)	8	11	18	LOVELESS, SAD AND BLUE Clyde McPherson, RCA Victor 1041 (2nd, BMI)	3
2	1	COUNTRY SMITH RCA Victor 1041 (2nd, BMI)	16	12	11	REVEREND MEMORIES Sonny James, Decca 31817 (Calderwood-Spork, BMI)	18
3	3	I'VE GOT A TICKET IN THE TAIL Buck Owens, Capitol 5410 (Bluebird, BMI)	23	13	13	RED RINGS FOR A BLUE LADY Clyde McPherson, RCA Victor 1041 (2nd, BMI)	8
4	4	THE RETURN OF ROGER MILLER Sonny James, RCA Victor 1041 (2nd, BMI)	25	14	14	ALICES IN MY HEART The Edwin Brown, RCA Victor 8086 (Acuff-Rose, BMI)	7
5	5	THE JIM REEVES WAY RCA Victor 1041 (2nd, BMI)	24	15	15	HERE COMES MY HART Sonny James, RCA Victor 1041 (2nd, BMI)	7
6	7	THE RACE IS ON George Jones, United Artists 801 (2nd, BMI)	13	16	16	COUNTRY SOUTHER Phil Spector, Capitol 5410 (Bluebird, BMI)	2
7	8	THE 3rd TIME AROUND Roger Miller, Smash 1903 (Tenn, BMI)	4	17	20	TROUBLE & ME Doris Day, Columbia 42354 (2nd, BMI)	8
8	6	HANK WILLIAMS, JR. & HARK WILLIAMS, JR., FATHER & SON Mercury 1225 (Acuff-Rose, BMI)	11	18	12	TOWNSHORE EVERY MILE Sonny James, Decca 31817 (Calderwood-Spork, BMI)	6
9	9	I'LL KEEP HOLDING ON (Just to Keep You) Sonny James, Capitol 5410 (Bluebird, BMI)	11	19	17	GEORGE JONES & BENE PENNY Mercury 1225 (Acuff-Rose, BMI)	20
10	8	THE WORLD OF COUNTRY MUSIC Various Artists, Capitol 5410 (Bluebird, BMI)	8	20	—	MEMORY #1 Sonny James, Decca 31817 (Calderwood-Spork, BMI)	1



## WEST COAST RAMBLINGS

By **BIFF COLLIE**  
**DA, KFOX, Long Beach, Calif.**

Back Olong has scheduled a special Capitol session to make station breaks for any and all country corners. If you haven't already done so, get your ID information to Buck in Bakersfield, Calif. — Texas Bill Strength has been tapped to program director at KTCR Radio, Minneapolis. Bill and I worked together in Houston in the late 1940's. What a character!

That headline man at Mercury, "D" Kipferick is an old friend too, and a hard-working son-of-a-gun who knows and loves country

music. The country stations, thanks to "D," are well aware of Mercury's happy activities. . . . This writer entered a Jimmy Demarest Blues Contest many years ago in San Antonio recently for promoter-producer Billy Dean. Jimmy got the red carpet treatment from the Jaycees, the record industry and radio-TV. My home in San Antonio, so it was a homecoming for me, too.

Dick Haynes informs us that his long-time friend and benefactor, Tiny Tim, died many years ago in St. Louis radio, later one of the most popular of all radio stars. The number is getting strong air play in numerous markets and dealers report solid sales. (Advertiser's note)

— K-FODX Radio is in the process of producing a new station jingle called *Buddy Blues*, of the *Lonesome Wolf Show*, and I wrote and co-produced a set now being used by many country outlets nationwide. It was recorded at Pepper Sound Studios in Memphis.

Elton Bean has bounced back into the power-packed picture with a big hit called "Home Sweet Home." Elton has recently been enjoying the Maryland farm life and racing some of his thoroughbreds, but was persuaded to take part in a Vaughn and Roy Horton record session, out of which came his happy hit written by Vaughn Horton, a fair country songwriter of much hits in "Mocking Bird Hill," and a couple of dozen more which make the top rung of the hit parade.

Kumer has become fact program of the New York-music station which will momentarily announce its starting date of complete 26-hour country music programming. Well, it is time to come and hear too soon. — *Buddy Cagle* and Don Sessions celebrated the third anniversary of their artist-management post last week.

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Introduction by  
 Bill Evans  
 Preface by  
 Tom Glazer



Here is an important new book on jazz that deals with the pure styles of the 1950s and shows the reader how to apply them to his own musical training. Covered with musical material that would take months and years of time to acquire, this practical guide caters to jazz styles of both groups as Oscar Peterson, Les McCann, Bill Evans, Horace Silver and others. His songs are paraphrased so that musicians can apply the fundamental concepts of jazz improvisation to their own playing. Written by America's foremost jazz teacher and noted jazz critic, *Contemporary Piano Styles* includes and extends the musical knowledge of every musician and serious jazz student. 208 pages, 2½ x 11. Fully concerned with bleeding \$15.00.

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LOVELY MARION WORTH has another top record with "Seven Roses" (Columbia 4-4230). The number is getting strong air play in numerous markets and dealers report solid sales. (Advertiser's note)

## CMA Adds 24 New Members

NASHVILLE—Mrs. Jo Walker, executive secretary of the Country Music Association, last week announced the addition of 24 new members to the CMA roster. Approved for CMA membership by the association's officers and directors were:

R. A. Ferris, Toronto; Malcolm S. Lane, Toronto; Martin Whelan, Nashville; Jack Justice, Lewistown, Pa.; Art Reuben, Tampa; Red Stewart and Butch Stewart, Odessa, Tex.; Ken Rogers, Atlanta; Robert E. Molman, Yakima, Wash.; John G. Trifiro, Stamford, Conn.; Henry Brief, New York; Myron Jones, Erie, Pa.; S. R. David, Mobile, Ala.; Oren V. Zimmerman, Jackson, Miss.; Howard C. Bowman, Glendale, Cal.; Larry Grooms, Duncanville, Tex.; Charles E. Bane, Portsmouth, Ohio; Jack Paris, Ottumwa, Ia.; Percy H. Davis, Phoenix, Ariz.; Joe Reisman, Jack Sener, Darol Rice and Andy Winzell, New York, and Henry J. Sommers, Silver Spring, Md.

## '40-Acre Feud' Bows Aug. 18

KNOXVILLE—The "40-Acre Feud," full-length movie filmed near Nashville, which features a number of country music names, will be world premiered here Aug. 18.

The film, produced by Bill Peckham, of Atlanta Productions, Inc., was made and filmed by Bane, a sound and recording studio located at nearby Mt. Juliet, Tenn., which was converted into a film studio.

Featured in the movie are Minnie Pearl, Ferlie Housh, Del Reeves, Ray Price, Eddie Hill,

## NASHVILLE SCENE

By **ELTON WISEHUNT**

**SHORT STORY**—Johnny Cash was due in Nashville from California one day last week for recording sessions. First signs were to begin at 10 a.m. By 3:45 p.m. Helen and Maybelle Carter were on hand at Columbia studios for background back-up (Aunt was in the hospital with whiplash neck injuries sustained in a crash last month). Also present was studio art director Don Law, assistant Frank Jones, musician, studio list, and so on. By 5:45 p.m. Jones: "What happens to Cash doesn't show up?" Said Jones: "We'll just call it off. He's paying for it. He comes out of his royalties, and he's got plenty built up for it." At 5:55 p.m. a call came from California. Cash was delayed there would be in Nashville the next night. Cash did show up next night.

**CONGRATS** This is the 25th year of performing for Mrs. Henry R. Cannon of Nashville, better known to millions as Minnie Pearl. Had a visit with her last week. She's a gracious, charming lady. She's still the Minnie Pearl of all! And did you know those snake-hipped shoes Minnie wears in the original ones, started with in 1940? They've been worn many times, of course.

**TOWN AND COUNTRY**—Atlantic Sea recorded a "Person" album for Philips while appearing last week at the Bitter End Club in New York's Greenwich Village. RCA art chief, Chel Atkins, guitarist extraordinary, portrayed well, still and counterpart to Panchito, La. to record Porter Wagoner during an on-the-road live performance. . . . Country singer Bill Phillips has some real friends in Sandy Ogden and Barbara Hines, of Pittsburgh, officers in the Bill Phillips Fan Club. Mrs. Phillips had minor throat surgery while Phillips was touring in the Bill Phillips Fan Club. Mrs. Phillips had minor throat surgery while Phillips was touring in the Bill Phillips Fan Club. Mrs. Phillips had minor throat surgery while Phillips was touring in the Bill Phillips Fan Club.

**BIGGEST HIT**—Probably the biggest hit to come out of Music City U.S.A., so far in "The Tennessee Waltz," composed some 20 years ago by Pee Wee King and Red Stewart. Publishing rights are owned by Acuff-Rose Publications, Inc. First hit record hit in 1951 when Patti Page recorded it.

## Anita Carter Signed

NASHVILLE—Anita Carter, member of the Carter Family, signed last week to record as a solo artist for RCA Victor. Her contract with Mercury expired recently. The Carter Family as a group records for Columbia.

Bill Anderson, Roy Drusky, Skeeter Davis, Hugh S. Lewis and George Jones.

## YESTERYEAR'S COUNTRY HITS

Change-of-pace programming from your library's shelves, featuring the discs that were the hottest in the Country field 8 years ago and 10 years ago this week. Here's how they ranked in Billboard's chart at that time.

### COUNTRY SINGLES 5 Years Ago August 13, 1960

1. Please Help Me, I'm Falling, Ray Charles, RCA Victor
2. A Lonely Word of Love, Hank Snow, RCA Victor
3. I'm Gonna Get Better, The Beatles, RCA Victor
4. Settle and Tenderly (It's World You're In), Lewis Pratt, Decca
5. That's My Kind of Love, Merle Haggard, Capitol
6. I'm Getting Better, The Beatles, RCA Victor
7. Each Moment (Spent With You), Ernest Ashworth, Decca
8. The Picture, Roy Drusky, Savoy
9. A Lonely Word of Love, Hank Snow, RCA Victor
10. Love Has Made You Beautiful, Marie Elgin, Story

### COUNTRY SINGLES 10 Years Ago August 13, 1950

1. I Don't Care, Webb Pierce, Decca
2. Gettin' Call, Eddy Arnold & Hugo Winterhalter, RCA Victor
3. I'm Gonna Get Better, The Beatles, RCA Victor
4. I'm Gonna Get Better, The Beatles, RCA Victor
5. I'm Gonna Get Better, The Beatles, RCA Victor
6. I'm Gonna Get Better, The Beatles, RCA Victor
7. I'm Gonna Get Better, The Beatles, RCA Victor
8. I'm Gonna Get Better, The Beatles, RCA Victor
9. I'm Gonna Get Better, The Beatles, RCA Victor
10. I'm Gonna Get Better, The Beatles, RCA Victor





# Stations Put Out Call for Disks

NEW YORK—Summer's explosion of record hops and the burst of record promotion giveaways, with a flurry of five record talent shows being sponsored across the nation by radio stations has created a serious problem—many stations are short on single records. Connected with this is the fact that many stations are not receiving enough records, period, for air play. These stations are in the pop field as well as others in other genres.

Kenneth Richard Bloon of

WNOG-Radio, Naples-to-the Gulf, Fla., is pleading for Top 40 records. "I only have a very limited playlist for the night show," Bloon said. The station's program, pop-music-of-the-top-40 in the day and rock 'n' roll-Top 40 at night. . . . the only station that many thousands of people receive at night in southwest Florida. Bloon said, since Miami radio stations a hundred miles away do not reach the area, Bloon said he was "in semi-desperate need of getting on mailing lists

of the national record distributors, companies, etc."

In the country field, Uncle Dudley has been doing the "Uncle Dudley" show since 1931 over KOSY-Radio, P.O. Box 60, Texarkana, Tex. But, he said that he receives "so very few country records of late, I have been forced to buy them at retail prices. This seems pretty unfair and I'm appealing to you for help in securing country records. I believe any audience to be one of the largest and most loyal within a hundred-mile radius."

The article is to bring the plight of these stations to the attention of record distributors and companies. A lot of companies, however, are just too loaded down with requests to supply stations in every case. That's why Billboard's Record Source Information division was formed. This service, at no cost to stations which fits the promotional budget of any radio station, will supply radio stations with all the records for all fields—they need. Any station manager, program director, or disk jockey desiring more information should drop a note to Don Oves, director, Record Source International, Billboard Magazine, 165 W. 57th St., New York, N. Y. 10019.

KNPF, Shenandoah, Iowa, is in need of records and promotions tapes by country artists. Record library does not contain many artists' albums. Any record received will get full airplay and promotion. Needs two copies each to Don Dallas, KNPF, Box 98.

Bill Swanson, music director of KIDO-Radio, Boise, Idaho, needs albums.

Bill Vancil of KSTT-Radio, Davenport, Iowa, a Top 40 station, needs biographies and pictures of artists for radio airing and promotions. Bill Andrews, a deejay at WSNJ, Bridgeton, N. J. needs all singles he can get—especially Top 40—for his Tuesday night record hops at Oosh Bubbins in Mullica Hill, N. J. Les Smith of rock 'n' roll KRLZ-Radio, Phoenix, needs short biographies of artists, Ralph Compton, WXII-Radio, Birmingham, Ala., a country music station, is short on albums and singles by West Coast artists; send to his home at 8500 N. Sixth Avenue, Birmingham 6.



AS PROMOTION FOR a recent REBELATION show sponsored by KANT-Radio, New Iberia, La., and the Local Optimist Club, the radio station interviewed some of the record talent and the manager of the show. Above, from left, are three of the Champagne Brothers act Eddie Arceneaux, manager and originator of REBELATION; and Johnny Preston. At the control board is Hazy Darcy. The latest tour of REBELATION began July 23 with the first show being sponsored by KOGT-Radio, Orange, Tex.

## STORY BEHIND THE SONG

By JACK BURTON

Most of the drama in the 1908 Olympic Games was packed to the marathon race in which an Italian runner led the field for 26 grueling miles and then collapsed as he neared the finish line. His handlers carried him across, but he was later disqualified. This last-minute loser was just as great a hero in defeat as was Johnny Hayes, the winner, and when the Italian came to the United States the following year, Irving Berlin wrote a lyric for a comedy song that had the visiting athlete's name, Dorando, for its title.

When Berlin submitted the lyrics to Ted Snyder, the music publisher casually remarked, "Now let's hear the music." Berlin

in gulped twice, hesitated for a minute before moving slowly over to a piano, struck the few chords he knew and improvised a tune on the spot. Ted Snyder once only bought the song, but hired Berlin as a staff writer at \$25 a week.

With the sudden turn of events, Berlin quit his tray-toting, song-plugging job and also stopped sleeping in Bowery flophouses where he wore his trousers to bed to be sure to have them in the morning.

Thus the marathon runner Dorando helped change Irving Berlin from a singing waiter into a popular song composer who still writes in only one key on a self-transposing piano and depends on a musical amanuensis.

## Hollywood Nitery Uses Deejays to Draw Crowds

By ELIOT TIEGEL

HOLLYWOOD—New management of the Crescendo night club, now named Crescendo Tiger's Tail, has begun using DJ's to draw audiences for its rock 'n' roll shows. The new policy is the thing in recent months, the club having presented top name pop-jazz artists and discoteque sounds.

The club tried a discoteque policy for a brief period before allowing DJ's to book and emcee their own shows week nights. The response has been so rewarding that the club is considering expanding the policy to the weekends. A \$1 door tab is charged.

Current DJ line-up includes Rob Foster, KFWB, and Dave Diamond, former KHI DJ, on Monday nights; Diamond, Tuesday, Foster, Wednesday, Larry McCormick, KFWB, Thursday, and E. Mitchell Kree, KFWB, Friday.

New label Dee Gee Records,

owned by Doris Gilbert, has been using Thursday nights to audition talent and may hold its shows on Sunday soon as a DJ has moved into the Thursday slot.

Among the acts playing owner Carl Greenhouse's club have been Sonny and Cher, the Leaves, Targen, Jan Whitecomb, Dean Jives and the Girls.

## KPFK-FM to Hold Discussion

LOS ANGELES—"Broadcasting With an Eye and Ear to Public Service" will be discussed by a special panel Saturday (14) at KPFK-FM celebrates its sixth anniversary.

The Pacific Foundation, listener-sponsored station, has lined up such community leaders and broadcasting representatives as Steve Allen, John Barrett, KRLA; Jim Cox, KCET; Stan Freiberg, Dr. Kenneth Harwood, KUSC; newspaperman Hal Humphrey, Kees-Kaster, NBC; financier Bart Lytton and Bill Sout, CBS, for the panel. KPFK's program Bob Adler is moderator.

The panel will touch on such questions as when does broadcasting best live up to its commitment to inform, educate, and stimulate or merely entertain?

## WDBF to Put Music In the Driver's Seat

DELRAY BEACH, Fla.—It may not represent a drastic change, because the radio station is already middle-of-the-road, but when Vic Knight takes over as new manager of WDBF Radio here he plans to put together pleasant, nostalgic programs of, for example, Glen Miller hits, during rush-hour traffic.

Knight said he once was caught in heavy traffic for half an hour while a radio station played pulsating, nerve-racking "non-music." He wondered how any human could drive safely while his mind and nerves were being subjected to such torture.

The station, whose purchase is now pending approval by the Federal Communications Commission, will have as its new

manager a man well versed in good music—an Indianapolis band leader. Executive vice-president of Quality Broadcasting Corp. Knight bought the station, Knight plans to move to Delray Beach to manage the station and commute occasionally to Indianapolis for performances at his orchestras, such as at the 1965 Symphony Ball in October. Knight will remain as president, also, will remain as president, which represents his orchestras and books other entertainment groups in Indianapolis. The agency is managed by Mrs. De E. Smith.

Knight, of course, is no stranger to radio. He has been at WXLW-Radio, Indianapolis, for about 16 years in various capacities ranging from announcer to music director to sales executive. WXLW Radio is a middle-of-the-road station.

WDBF is located about 60 miles north of Miami. The station has programmed good music for some while. Knight, of course, has his own opinions about programming. "Financially thriving station," he said, "are those that are especially Top 40 in radio mix. Many prospering stations are operating with record libraries of as few as 50 selections, none of them musical. These stations, most of which cater to the youth market, are wiping out the last vestige of musical acumen in our young people. Stations that are the wildest successes are those producing the worst product."

## Phillips Star Of Daily Tver

NASHVILLE—Canadian country star Stu Phillips will star on the TV show on station WSIX-TV beginning Monday (9). The show, to be seen daily, will feature music and interviews with music industry personalities.

"The Stu Phillips Show" will be seen from 6 to 7 a.m., in competition with Ralph Emery, who has an early morning show with country music stars on WSM-TV.

Phillips, who recently moved from Toronto to Nashville, had starred in a half-hour country music network show four years on Canadian Broadcasting Co., in prime Saturday night time.

His Nashville show, produced by A. O. Simon, WSIX program director, will have singer Duane Dixon and the Bill Walker Combo as regulars. There will be two or three guests each day.

## WALKER BIG 3 NASHVILLE REP

NASHVILLE—Gary Walker has been named Nashville representative of the Big 3 Music Corp. (Robbins-Fels-Miller). He had been a songwriter and promotion man for music publishers.

Walker will secure new material for the Big 3.



WARNER BROS. RECORDS' KING FAMILY, in Denver for a convention to look for a new king for the 1966 and Broadway Bays' of KHOW-Radio. Don Parker, of KHOW, is at left in straw hat; Vince Paul, right, KHOW asked listeners for old 78 recordings of the King Sisters. In turn, listeners were given "The King Family Show" about the TV station.

## YOUR ONE GIFT

THE UNITED WAY

works many wonders



## Teamwork Key to WNEW Success

• Continued from page 52

ner Paulsen, the program director, and myself and Gertie select the final records to be played.

"The music business is so emotional, you can't have 10 people making the decisions about records," he said, "and that's why it has to be a management-level decision where there's less chance of error. We don't care how a promotion man feels about a record, it has to fit our own ears.

"In the end, of course, it's the public who is the judge. If the public doesn't like something we play, we discard it." One of WNEW's main responsibilities,

Glascock felt, was to expose new artists. "We realize there are people on the way up and tomorrow is another day."

About station personnel, including its disk jockeys, he said he felt attitude was the most important factor. "People have to like what they're doing. You have to respect the people you work with."

It's a certain chemistry that makes a radio station successful, he said, "and someday I'd like to put down a formula for this chemistry, but how do you do it?"

## WMCA 'in Touch'

• Continued from page 52

like what we do. But the station has an obligation to serve the people. There's no reason to knuckle under to a country club set of rules about music; we try to reach as many people as we can get." He said the station's audience on a recent survey numbered 457,700 people between 6 and 9 a.m. on a given day.

"We're a very competitive radio station. We try to be first in everything we do. We don't expect to win all the time, but we go out with the feeling we're going to win every time."

## Joe Allison Retained by WJRC

• Continued from page 52

changing a station such as WJRC to country music is the immediate lack of records. "It's mandatory we get both a catalog and a backlog," Allison said. So far, the station is getting excellent co-operation from the major labels. He mentioned Columbia, Decca and Capitol. He said he was considering a letter to be sent to all of the country music labels asking for their record support.

### Columbia Helps

Frank Campagna, A&R relations and promotion manager at Columbia Records, said he expected the station to increase country music record sales. "We were

doing well without a radio station, but WJRC will be one of the biggest booms for country music in the market has ever seen." He said he was already shipping station records, about 50 at a time.

One of the reasons why a country music station is likely to succeed in New York, Campagna believes, is that an "awful lot of people here have migrated to have migrated to Manhattan from elsewhere. Any many of these people would welcome a little bit of home, so to speak."

Decca Records has already sent shipments of country music records to the station and more will be forthcoming from Nashville. Lenny Salidor, head of promotion, said the label will supply WJRC not only with current country music records, but with older ones, too.

## STATIONS BY FORMAT

• Continued from page 54

6-10 p.m. "Green American Heat," 3-5 p.m. "South Radio Patrol," 5-5:30 p.m. "Lunchtime at Friday" with Ernie Conaghan (satellite in commercial), 1-1:30 p.m. "McF-100 McCarty" in its charge of 5-10 a.m. news. Local news on the air, and half-hour news are selected for its play by individual DJs. Promotion people are: Tom McF-100, Harry North, Prog. Dir., Mike Perry, News Dir. and a couple each of 4's and 10's to Mike Rogers, 518 Lewis Ave., N. Y. C. 10027. Phone: (212) 485-7700.

WMCA: 5:00 a.m. Street Broadcasting Group, Music format. Contemporary, highly identified as personalities. Station presented collaboration on radio. Henry on-and-off-the-air producer. Special programs: "Friday" "Gray Show," live interviews, commentaries and discussion. M-F, 11:00-1 a.m. Phone company for Radio

First International radio news service. Barry Barry is in charge of news desk. Regular 5-10 a.m. news. New records are selected for airplay by committee of personnel. Approximately 25 new records are aired each week. Playlist published each Thursday. Promotion people are: Mike Rogers, 518 Lewis Ave., N. Y. C. 10027. Phone: (212) 485-7700.

WJRC-FM: 5:30-5:50 a.m. Music format. Pop-Top, Top 40, Top 100. Local news in regular programming. Paul Lockwood is in charge of 5-10 a.m. news. 7-10 a.m. news at 5:30 p.m. the record promotion people are: 12 a.m. to 6 a.m. M-F, TV radio is WJRC-TV, Gertie, Lynn Chelton, Prog. Dir., Charles Weinman, News Dir. and a news group of 10's to Mr. Weinman, 220 E. 42nd St., N. Y. C. 10017. Phone: (212) 482-6868.



RCA VICTOR RECORDS' EDDY ARNOLD found his deejay duties multiple and varied as he spent a week behind the mics at WIND-Radio, Chicago, recently for vacationing Bob Larsen. Above, he had to determine which boy had the driest take at a jousting contest held in Evergreen Park Plaza Shopping Center (Arnold, holding rifle, decided both boys were winners). WIND deejay Kenneth looks on. Below, Arnold autographs a copy of his latest album for Tom Mancini, vice president of Armark Advertising in New York, while WIND sales manager Don Frost looks on. The occasion was a champagne brunch for WIND clients held for Eddy, who was the radio station's first guest deejay in its third "Summer of Stars" program.



## Deejays Receive 'Bikini' Telegrams

NEW YORK — Disk jockeys throughout the nation this week received telegrams signed by "The Girl in the Bikini." It's all part of Muscor's promotion to plug the single by the In Crowd, a Houston group. The black bikini is the universal symbol worn by a young lady whose boyfriend is residing in Davy Jones' locker as a result of a surfing venture. The girl is walking the sands seeking her lost lover.

## WBAL to Stage Benefit Concert

NEW YORK — WBAL-FM, which recently made use of a 52-hour-plus marathon to raise money to stay in operation, is sponsoring at Town Hall here Aug. 14 a benefit concert featuring folk singer Richard Dromm, Bennett Rubinstein, William Masatoshi, Harvey Scottberger, and Eugene Earle. The radio station's marathon raised more than \$25,000 to enable the station to continue operation.

## Bandstand TV Luring Teens

NEW YORK—Aren TV bandstand shows are being recognized more and more as effective ways in which teen-age audiences can be reached. WLWT-TV, Cincinnati, is launching a new teen-age, in-color, dance show, "5 A-Go-Go," 4:30-5 p.m. daily.

Another bandstand variety show that premiered over KMSP-TV, Minneapolis, Aug. 1 was "Upbeat!" The hour show is aired Sundays at 2 p.m. Top Twin City recording groups, plus national artists, are featured. Disco Day is held

Some other popular local variety shows include "Don McVain Show" over WLW-TV, Indianapolis, that will be seen 4-5 p.m. beginning Aug. 30, and WNEP-TV's "TV Bandstand." Sid Friedman hosts the WNEP-TV Saturday 6:30-7:30 p.m. show, on the air since 1959.



RCA VICTOR'S CONNIE SMITH discussed the country music field with Charlie Doff, general manager of country music station WISZ-AM FM, Glen Burnie, Md. Connie, along with Johnny Sea, was one of the special guest performers at a July 24-25 talent contest held at Shiloh Dade Ranch near Dickinson, Md. Doff was one of the judges. Other judges included Bob Neal, of the Bob Neal Agency, and John McLean, of the Wilkstein Talent Agency, both of Nashville. More than 5,000 country music fans attended the two-day event, which drew 150 contestants.

## YESTERYEAR'S HITS

Change-of-date programming from your library's shelves, featuring the disks that were the hottest in the last 3 years ago and 10 years ago this week. Here's how they ranked in Billboard's chart of that time:

### POP SINGLES—5 Years Ago August 15, 1960

1. It's Now or Never, Elvis Presley, RCA Victor
2. Hey Baby Tossie Weenie Yellow Pulke Dot Black, Brian Hyland, Leader
3. I'm Sorry, Brenda Lee, Decca
4. Only the Lonely, Ray Charles, Mercury
5. Help, Don't Run, Beatles, Decca
6. Wives in the Streets, Tyla Swaine, Imperial
7. Finger Poppin' Time, Hank Ballard and the Midnighters, King
8. Tell, Chuckle Chase, Parkway
9. Tell Love I Love Her, Ray Peterson, RCA Victor
10. Image of a Girl, Sallie, Ede

### R&B SINGLES—3 Years Ago August 15, 1960

1. A Woman, A Lover, A Friend, Jackie Wilson, Brunswick
2. Fool in Love, Ike and Tina Turner, Sae
3. Working to New Orleans, Fats Domino, Imperial
4. The Twist, Chubby Checker, Parkway
5. Question, Lloyd Price, ABC-Tamart
6. Finger Poppin' Time, Hank Ballard and the Midnighters, King
7. I'm Sorry, Brenda Lee, Decca
8. Tell, Chuckle Chase, Parkway
9. Tell Love I Love Her, Ray Peterson, RCA Victor
10. Hey Baby Tossie Weenie Yellow Pulke Dot Black, Brian Hyland, Leader

### POP SINGLES—10 Years Ago August 13, 1955

1. Back Award the Clock, Bill Haley, Decca
2. Ain't It a Shame, Pat Boone, Dot
3. Loner! The Blues, Frank Sinatra, Capitol
4. Blossom Fall, Nat King Cole, Capitol
5. Yellow Rose of Texas, Mitch Miller, Columbia
6. Hard to Get, Guille Macdonald, Epic
7. It's a Sin to Tell a Lie, Sonny & Cher, Epic
8. Hearting, Les Paul & Mary Ford, Capitol
9. Cherry Pops and Apple Buns, The Platters, RCA Victor
10. Unfaithful Melody, Les Carter, Capitol

### POP LPs—5 Years Ago August 15, 1960

1. Burton-Dave Mead of Bob Hewitt, Warner Bros.
2. Solid Gold, Kingston Trio, Capitol
3. The Sound of Music, Original Cast, Columbia
4. Dick in Back, Chris Preyer, RCA Victor
5. Edge of Shelley Barneet, Verve
6. Paul Anka Sings His Big 15, ARC-Premont
7. Carole, Sound Track, Capitol
8. Exchanges of Golden Hits, Platters, Mercury
9. Louisa Evans Comes, Gussie Fawcett, RCA Victor
10. Melody Melody Lines of Love and Life, Sonnetettes

when answering ads . . .

Say You Saw It in Billboard



# WMCA, WABC Gain as Record Sales Influence

• Continued from page 32

Fair 37.30 twice per show. A TV set high on the wall is dark.

At 10:14 a.m., the engineer interrupts to asked where the time zone switch is and Williams tells him. Williams has been with the station a total of 17 years; four years his first and 13 years his second year returned. He has been in New York radio 21 years.

Gertie Katzman at 10:16 a.m. said, "I'll be out of here soon, Willie."

"Take your time," he replied. "I have no place in go for three hours. He works three hours each day except Saturday, when he works four; a total of 19 hours a week."

What makes his program so strong as an influence on selling albums? "Maybe the fact I'm the contemporary of most people who like good music in the popular field. . . . maybe I'm fairly sensitive to what they do—S Sinatra, Tony Bennett, because I personally like this type of music myself. It's easy to sell, if that's the right word, music that you like."

Miss Katzman, during a commercial, typed out at 10:23 a.m. Williams went into an ad about a medicine, speaking almost about the commercial as he would have a favorite record. Ben Chandler came in at 10:27 a.m.

## Fifth in Good Music

Good music, Williams said, would be around for some while to come, certainly in an area like New York "because there are enough adults here and enough kids who like popular good music."

At 10:30 a.m. Chandler launched into the news and I left.

To illustrate Williams' popularity in New York, music director Gertie Katzman once said that all she has to do anywhere in town at any restaurant or night club is mention his name and suddenly "I'm beautiful."

Miss Katzman is certainly a dream come true to record promotion men. She topped Billboard's RKR survey as being the most co-operative in exposing new albums. She does all of the initial reviewing of records at WNEW and said that in the course of a half hour she has "Summer Sounds" we wear

out about 25 records. Our personalities like fresh records," she said.

The "certain sound" of WNEW, she said, is pertained to the hour and the personality. Verner Paulsen, program director, lauded the station's air personalities as all being superlative salesmen. "You can't compare William B. to a disk jockey. The personalities here are all conversational. Besides that, they're active in civic and social functions."

The station also tries to do things with a flair, such as do a full day's program recently from the World's Fair.

"Unlike a newspaper, we can't add pages, we have to depend on making the product better," he said. One of these methods of creating a better product is via exposing new talent. "We have a philosophy—there's a great deal of good talent who have the potential for success. We play these artists if we like them. Then there are the surprises such as Perry Como who've been dormant for a while—we make room for them, too."

Whatever the philosophy, it's a successful one so far as the record industry is concerned. WNEW personalities held all of the top positions in the influencing of albums except for the fifth place tie between Bill Randall of WCRB and Jim Lowe of WNEW. The team of Kluwan and Finch earned 19 per cent of the votes, followed by Ted Brown with 5 per cent.

WNEW's Radio again took top honors in the r&b field with 50 per cent of the total votes; WLJB was second with 36 per

cent; WJNR (Newark) third with 14 per cent. But Rocky (G) Grosse of WWRL, virtually ran away with the top DJ spot —43 per cent of the votes. Jack Walker of WLJB was second with 26 per cent. Eddie O'Jay of WWRL, and Tommy Small of WLJB tied for third with 12 per cent.

The jazz field saw some radical changes. Mort Fagan again took first place, but with a different radio station, this time WRFM-FM, while Symphony Syd earned 23 per cent of the votes and took second place, but with Fagan's old station, WEVD. Last year Syd was with WADO. Alan Grant, with WABC-FM, ran third with 18 per cent, a station that didn't even show on last year's survey. And Billy Taylor, last year with WNEW, dropped to fourth place with WLJB and 15 per cent. Alan Fredericks was fifth with 11 per cent on WADO.

WPAT (Newark) again took top honors in the oldies and conservative records — 61 per cent; while WOXR this time had to share honors, though it ranked first with 72 per cent of the votes, with WNYC-FM and WABC-FM.

## 'Tops and Pops'

CLEVELAND — "Tops and Pops," an hour-long program featuring such top British acts as Herman's Hermits, the Yardbirds, Cliff Bennett and the Rebel Rousers, Julie Grant and the Mugs Five, is being aired on WKYC here. The show is taped in England and shipped by air. DJ for the show is Brian Matthew.

# VOX JOX

KLAC's general manager Al Hasey has resigned from the Los Angeles station over differences of opinion with Metro-media's president John Kluge. Henry said his departure resulted from three fights with Kluge over running the station from the parent company's New York offices. John Sullivan, head of Metro-media's radio division, is the interim KLAC head until a replacement is named.

Two Chicago DJs, E. Rodney Jones, WVON program director, and WVON's blues man Pervis Spann, have opened The Club, a South Side night spot. They opened July 1 with live entertainment. Both have staged live shows at Chicago's Regal Theater for some while. . . . Charles R. (Chuck) Souders has been named station manager of WGAN-Radio, Portland, Me. . . . Terrell Altkin has been named program director of KFLY, Crescent City, Calif., and needs good music LP's.

Bob Bowman, 10 Fern Drive, Bloomfield, Conn., would like to receive survey sheets and newsletters from stations for a newsletter type survey for his record hops. Bob said he's starting his sixth year of hops and wants to improve them. . . . Texas Bill Strong has joined outcasted WMIN, St. Paul, Minn. He was with KTCR there.

Miami's WQAM disk jockey Roby Yonge has made Doc Records happy by reviving the flip side of a two-year-old single by the Surfaris. Doc branch manager Polly Reese said "Surfer Joe" is in the top 10 on most Florida peninsula radio stations.

David A. DeTurk, who has a folk music program over WOJY, Burlington, Vt., has announced he is a Democrat

candidates for the Vermont House of Representatives. Jack Lacy, a former WINS, New York, DJ, has joined WIAL, Bladenburg, Md. team with Mottie Marsha 10-11 a.m.-M-F and handle "Listen to Lacy" 11 a.m. to 2 p.m. weekdays and from 10 a.m. to 2 p.m. Saturdays.

WMEX-Radio, Boston, will soon move into the renovated 20th Century-Fox Building at 115 Broadway there. Opening date is slated Sept. 1. . . . Also moving are WPOG's "Good Guys" in Bladenburg, Md., to the Parkway Building, Baltimore Washington Parkway and Defense Highway.

Franklin C. Snyder has been promoted to vice-president and general manager of the Pittsburgh Broadcast Division of the Hearst Corp. to supervise all operations of WTAE-TV and WRTV-TV-FM. He succeeds Leonard Kaplan, who is retiring after 35 years with the Hearst organization.

Stanton P. Kettler has been named president of Sonnet Broadcasting Co., George B. Storer Jr., former president, moved to vice-chairman of the board. . . . Dino Sammel has been named station manager of WFQD, Jacksonville, Fla., where he handles the afternoon show. . . . Dan Ross is the new editor of WKYC's early-morning show in Cincinnati. . . . J. Patrick Tallman has been appointed program director at KBAT, San Antonio.

Jazz-oriented WAAF-Radio, Chicago, brought in disk jockey Fred Mac from WLTH, Gary, Ind. . . . New program managers at WABC-FM is Linda F. Blubb. Separate programming has been introduced; previous programming was a taped version of New York. . . . Mike Landy, program director at KAFY, Bakersfield, Calif., continues to handle all music programming for the station. (Serry, Mike.)

CLAUDE HALL

## Robbins Pilot

NASHVILLE—Country music star Marty Robbins filmed a pilot TV show last week for a possible syndicated series. The format includes singing, recitations, instrumental and guest artists. Taping was at station WSES-TV, which films several other syndicated country music TV shows.

## Fuller Tune Bows at Fest

MONTEREY, Calif. — Gil Fuller's original compositions, "On the Road to Monterey" will have its world premiere at the Monterey Jazz Festival in September. Trumpeter Dizzy Gillespie will be featured along with the festival orchestra.

Fuller and Gillespie were first teamed in the '40's with Fuller arranging many of Gillespie's "bebop" classics.

The growing popularity of this annual event, now in its eighth year, is reflected in the anticipated appearance of 100 Minneapoli jazz fans flying here for the three-day event (17-19). Festival theme is tribute to the trumpet.

BILLBOARD, August 14, 1965

# Sitting Tall in the Saddle



WINNERS OF FORD MUSTANGS in Columbia Records' sweepstakes—a sales incentive contest based on Billboard's 100 and Top LP charts—were 16 promotion and sales managers. In addition, Ray Molino, promotion manager at CKR, Boston, was awarded a Lincoln Continental as the result of "Mr. Tambourine Man" by the Byrds hitting No. 1 on the chart. The awards were announced at the recent Columbia sales convention held in Miami Beach, as reported in Billboard July 19. The winners were presented to the two top salesmen and district managers in each of four districts whose distributor had achieved above national Columbia averages in sales. In some districts, the salesmen were from different Columbia sales territories held in Miami Beach, as reported in Billboard July 19. The winners were: William Shaler, sales manager, CKR, New Orleans. Sitting from left are: Jack Grawas, sales manager, CKR, Seattle; Jim Slocum, sales manager, Coststock Distributing Co., Atlanta; Dick Coststock, district manager, western region; Jim Gilchrist, sales manager, CKR, Cleveland; and Ray Molino. Also winning Mustang cars but not in the pictures were George Ryan, sales manager, CKR, Boston; Patrick Butler, sales manager, R. R. Sanford Co., San Francisco; Tom Croft, sales manager, CKR, New Orleans; Jack Byrd, sales manager, CKR, New Orleans.

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**Tagiello**

**SOUND**

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Say You Saw It in Billboard

# Religious Disks Lost General Market Gain

Continued from page 3

World, Sacred, Sacred and Cannon. With increased emphasis on popular appeal gets particular notice with the exposure of such as Bud & Elmer Waters, Jim Roberts and Bobby Richardson, the New York Yankee ball player, the label is finding general acceptance in the general market.

Since recordings are only a limited sideline with the CBA members, most of whom did heavy promotion out of keeping with the tranquility and character of their general merchandising of religious products (particularly books and greeting cards), Jolley feels the great future is religious records sales lies in the general market.

**First With \$1.98 Label.**  
To complement its \$3.98 line of Word and Sacred (stereo d double hit) the company was the first in the field with \$1.98 line under the Sward label, designed especially to meet the needs of the general market. The company immediately introduced the Cannon label, also scaled at \$3.98, which features the gospel quartets and gospel choir. Generally, the Sward labels carrying the sacred material. The increasing popularity of the gospel quartets, in contrast to the sacred songs, has also helped materially to brighten the sales picture in the religious field.

Another special interest, said Jolley, is the fact that a computer analysis of sales records are showing that stereo records are a runaway hit in comparison to mono. Most surprising, in contrast to the general acceptance of stereo percentages in the general market, Jolley said, the industry survey indicates that stereo was selling 75 per cent better than monos. Word company production this comparison was not so good. In these results, finding that buyers of religious records get them in the same interest as the general record buyer. As a result, the stereo versions find more favor among the buyers, Jolley said.

Staffing the Word exhibit, in addition to Jolley, were Jurell McCracken, George Dorn, George Banks, Bill Mann, Kurt Keller, John Jackson, and Douglas Glick. Lawrence, R. E. Swanson, Jay Piper, Hugh Brown, Fred Beck and Flo Price.

**One of Biggest Exhibits.**  
One of the biggest record exhibits was that of Tim Spencer, Inc., of Hollywood. The national distributor of the RCA Victor line of religious records, Tim Spencer finds the market decidedly on the upbeat. More and more, said Spencer, the CBA merchants are realizing that there is a growing demand for religious records. And more and more they are taking advantage of that demand.

In addition to Spencer, the RCA Victor exhibit was staffed by Spencer, John Finch and Meredith Finch.

**Christian Faith Music.**  
Christian Faith Recordings, produced by LeFevre & Co., by Almas Records, Inc., exhibited a large line of instrumental and vocal albums of Christian faith music. The company's label are Spanish language albums in the religious field as well as some stereo tapes.

Also featured, said Jolley, was the top artist with his piano album sets, staffed the exhibit

along with Jack A. Blackmon and Mrs. Charlene Blackmon. Christian Faith, at the show, introduced a new release from the CBA merchants. Designed to keep them informed at all times on new records, the "Deal-or-Reveal" provides for automatic shipment of all new releases at a \$2 billing with full exchange privileges, in contrast to the \$17 wholesale cost of the line retailing at \$3.98 for mono and \$4.98 for stereo.

Also concentrating on the "Deals-or-Reveals" are intensifying its distribution through jobbers in addition to the CBA outlets in Diadem Productions, Inc., Grand Rapids, Mich. Its new label finds increasing acceptance in the general markets for its artists who have had TV and radio exposure.

The general market also figures prominently for John T. Benson Publishing Co., of Nashville, for its Heart Warming and Inspiring labels. The general market featured on the label leans heavily on the country style, with up-beat tempo to the music most satisfying for the general market. Again, TV and radio exposure counts heavily for sales appeal, especially for Carol and Jimmy Snow (he's the son of Hank Snow) and the Imperial Quartet, leaders for the label, along with the Weatherfields and the Harmonious Quartet.

Big sales are also registered by the label's artists, most of whom are continually on tour. And being located in Nashville, the label has the advantage of picking up talent. Staffing the Benson booth were Bob Benson, Mary Davis, Robert E. Davis and John T. Benson.

A new and limited line introduced at the CBA convention was that of Sprague Recording Co., of Anderson, Ind., for its Tapes of the Holy Spirit. The sacred sets and the gospel singing groups more reserved than rhythmic, the label is sold for the most part in the CBA stores and by its artists who are constantly on the move.

Biggest seller is Doug Oldham, whose singing voice is heard on some 400 radio stations throughout the country. Also the product of radio religious programming, Oldham's record, "Selling as the Gaiher Trio, the Leppan Sisters and Herb Hoover, who comprise the label's top recording artists, is by Richard Sprague, president of the record company, the exhibit was staffed by Bill Gahler.

Also featured in the record manufacturers, the CBA exhibit also included exhibits by two major record distributors in the religious field. Pathway Records of Nashville, Tenn., and the Sing, Skyline and Festival labels, for which it is the exclusive sales representative nationally.

Cornor B. Hall, director of the company, also noted a market acceptance of the religious recordings. He said that Pathway was concentrating its sales efforts heavily in the general market. He also noted that the company was concentrating its sales efforts heavily in the general market. He also noted that the company was concentrating its sales efforts heavily in the general market.

Biggest sellers for the company are the LeFevre & Co. Family, Blackwood Brothers and the Statesmen Quartet. Pathway also handles Heart Music, the Songs of Christian Faith and Zondervan labels in addition to its exclusive line.

Continued from page 1

simply relating conditions in the world, he says, "Sloan is not a hippie or pacifist," Adler says. "He's just a younger man who is in a contemporary language."

Adler feels many of radio's young disk jockeys have beliefs that coincide with those of Sloan's. Adler points to a broadening attitude by broadcasters which allows them to now accept "contemporary lyrics" (by Trousdale Music) makes mention of "senators (who) don't pass legislation... marches about... helps integration when human respect is disintegration... think of all the

## Park Owners Score BMI Fees in Copyright Appeal

Continued from page 1

manufacturers, in addition to the \$3 notice-of-use fee, would pay another \$3 for the "notices of intention to use" copyrighted music on the records. However, simplified procedures. However, 1965 revision will cancel the latter requirement, and the extra \$3 fee would end when the revision bill is passed.

A new type of background music package, in which equipment and tapes are sold outright rather than leased, will soon be launched by Minnesota Mining and Manufacturing Co., in Washington attorney told the subcommittee. The equipment will be aimed at "very small" store owner who can't afford leased background music equipment.

The tape and photostereotyping equipment firms feels that unless the tapes can record under the compulsory licensing provision, like mechanicals, for their own premises can "discriminate" or even prevent some manufacturers from going into stereotyping tapes and equipment. Minnesota's attorney Ralph Dixon noted that the compulsory licensing clause, retained in the 1965 revision, is so worded as to exclude background music for stereotyping. The Copyright Office supplementary report says the clause covers only the making of master records for home use (after a first recording has been made, and on payment of 3 cent mechanical fee), but not for use in movie or broadcast sound-track, wired music transmissions or juke box music. The tape copyright establishment, however, the law expressly include background music in places other than private homes.

The Copyright subcommittee members had little comment other than to ask exactly what was meant by "very small" commercial establishments. The law is served by the stereotyping package. Dixon said beauty and barber shops, among others. The law is served by the stereotyping package. Dixon said beauty and barber shops, among others. The law is served by the stereotyping package.

George Hamid, operator of Atlantic City's Steel Pier, and spokesman for the International Association of Amusement and Park Operators, said that the firm did not take out the license. To fight it would take up to \$100,000 in lawyer fees over a period of years. Hamid's firm did not take out the license. To fight it would take up to \$100,000 in lawyer fees over a period of years.

In addition, Pathway operates two record clubs. In addition to the Hall, the Pathway exhibit was staffed by Joel Gentry and H. Bernard Dixon. International Distributors of the Statesmen Quartet, affiliated with George Fursen and Kenny Bliss in charge.

have there is in Red China, ... then take a look at Selma, Ala., ... reflecting of states in the folk music, including the current folk-rock trend (Billboard June 12), has created an aura in the industry. Disk jockeys are aware of changing times, Adler says.

One additional vital reason for the acceptance of the single, according to Adler, is the rock-and-roll background of McGuire, a former lead with the New Christy Minstrels.

This contemporary interpretation of old songs will quickly identify the disk as a commercial product. In the case of the three other "message" records, the arrangements were uncommercial. There were scat-

tered stations which played them, but nothing like the exposure of McGuire's from KRLA, KFEW, KHJ and KBLA.

Despite the probing of domestic underfoot situations like the struggle for human rights, the "message" disks played in all parts of the country, the label says. Among the first markets providing exposure were Boston, Cleveland, San Francisco and Baltimore-Washington. It was reported that in some areas disk jockeys and program directors went to station owners to obtain clearance to play the record.

When Lena Horne's "Now" protest single was released, several program directors told Billboard Los Angeles they were in the entertainment business and were not concerned with airing records with political overtones. When the Mildred Martin tribute to the slain president was recorded from its original "This Was the Week That Was" Broadcast, Horne's recorders claimed the single was in poor taste. Some said they did not think it proper for anyone to make money out of such a catastrophe.

John Barrett, general manager of rating leader KRRL, told Billboard that the area have always been associated with politics through and that for radio stations to negate this was foolish. KRRL was playing "Destruction" because it suddenly appeared on the survey, Barrett said. If public demand warrants play, the station cannot, unless indecency rules out it. Barrett said that indecency is not our prerogative to censor." Barrett said the station played a Kennedy tribute single and the station's decision since a never showed up on its survey of 30 locations a week.

Barrett added there had been "surprisingly little comment" from listeners about "Destruction." Barrett's debut for Dunhill. There was more comment from station personnel who were split ideologically over subjects in the song.

Launched against Beatles concert promoters in Cincinnati, Chicago and California, said Hamid. But after the death of BMI executive Robert G. Allen, who helped for the 1 per cent of the gross basis, an arrangement was worked out with concert hall managers and the Beatles' management. Hamid was not sure matters would end here. He said "thousands of small amusement businesses are at the mercy of copyright monopolies," largely because of that 250 per cent infringement. The association has warned managers of the dangers, said Hamid.

Subcommittee members carefully refrained from comment on the content between the park and concert hall operators and the music licensing. But Rep. Herbert Tamm (D., N.Y.), a stickler for money details, brought out that the Steel Pier concert was moved from the Steel Pier which seats 10,000 as customary admission for talent. The cost of \$1.98 for 17,000—and Beatles tickets cost between \$2.75 and \$4.90. So if the licensing was fair, the income was different, too," said Rep. Tamm.



### TOP SELLING RHYTHM & BLUES SINGLES

**SPECIAL SURVEY** for Week Ending 8/14/65

Rank	Last	Weeks on Chart	Title, Artist, Label & No.	Weeks on Chart	Rank	Title, Artist, Label & No.	Weeks on Chart
4	1	1	PAWS? GOT A BRAND NEW BAG James Brown, 454 3779 (Soul, BMG)	5	21	17 GO W/DE BABY, I LOVE YOU Red Hot Chili Peppers, New Day 404 (Kontrove, BMG)	
2	1	1	IN THE MIDNIGHT HOUR The Notorious B.I.G., 454 3779 (Soul, BMG)	8	22	— SHARE AND FIREWORKS R. Kelly, 454 3779 (Soul, BMG)	
3	5	5	THE THINGS OF MY TEARS Michael Smith, 454 3779 (Soul, BMG)	6	23	13 PRETTY LITTLE BABY Maroon 5, 454 3779 (Soul, BMG)	
4	1	1	I CAN'T HELP MYSELF Four Tops, Motown 2074 (Gladys, BMG)	14	24	— NOTHING BUT HEAVENKISS The Notorious B.I.G., 454 3779 (Soul, BMG)	
5	28	1	IT'S THE SAME OLD SONG Four Tops, Motown 2074 (Gladys, BMG)	25	25	40 YOU BETTER GO Busta Rhymes, 454 3779 (Soul, BMG)	
6	11	1	MY RHYM VS YOURS Busta Rhymes, Atlantic 2393 (Blackened, BMG)	6	26	— I GOT YOU BABE Jonny D, 454 3779 (Soul, BMG)	
7	7	7	SIDE YOUR POINT Ice Cube, 454 3779 (Soul, BMG)	9	27	12 CAMP Aaliyah, 454 3779 (Soul, BMG)	
8	3	3	TOMORROW'S THE NIGHT Tommy Dorsey, Atlantic 2388 (Gladys, BMG)	12	28	16 WE'RE DOING FINE Ice Cube, 454 3779 (Soul, BMG)	
9	13	1	I'LL ALWAYS LOVE YOU Spice Girls, Atlantic 2074 (Gladys, BMG)	29	29	18 I'M A HAPPY MAN Ice Cube, 454 3779 (Soul, BMG)	
10	8	8	YES, I'M BEAUTY Sade, 454 3779 (Soul, BMG)	30	30	18 WE'RE DOING FINE Ice Cube, 454 3779 (Soul, BMG)	
11	8	8	THINGS I'VE DONE Sade, 454 3779 (Soul, BMG)	31	31	22 ONE MONKEY DON'T STOP NO SHOW Ice Cube, 454 3779 (Soul, BMG)	
12	6	6	SITTING IN THE PARK Sade, 454 3779 (Soul, BMG)	32	32	22 ONE MONKEY DON'T STOP NO SHOW Ice Cube, 454 3779 (Soul, BMG)	
13	10	10	ONLY THINGS IN LOVE Ruff Redund, 454 3779 (Soul, BMG)	33	33	30 STOP! LOOK HOW MANY YOU'RE DOING Ice Cube, 454 3779 (Soul, BMG)	
14	14	14	MY HEART OF LOVE S. L. Cousart, 454 3779 (Soul, BMG)	34	34	35 STOP! LOOK HOW MANY YOU'RE DOING Ice Cube, 454 3779 (Soul, BMG)	
15	15	15	IT'S TOO LATE, BABY (TOD LATE) Arthur Prysock, 454 3779 (Soul, BMG)	35	35	16 DO THE BOOMERANG S. L. Cousart, 454 3779 (Soul, BMG)	
16	1	1	I CAN'T WORRY NO LONGER Ruff Redund, 454 3779 (Soul, BMG)	36	36	23 I PUT A SPELL ON YOU New Orleans, 454 3779 (Soul, BMG)	
17	24	24	YOUR YOUNG MAN HERE W. M. Wright, 454 3779 (Soul, BMG)	37	37	37 STORM WARNING New Orleans, 454 3779 (Soul, BMG)	
18	3	3	AGENT 00-SQU New Orleans, 454 3779 (Soul, BMG)	38	38	— UNWOUNDEN MELTDOW New Orleans, 454 3779 (Soul, BMG)	
19	16	16	I (CAN'T GET NO) SATISFACTION Ruff Redund, 454 3779 (Soul, BMG)	39	39	35 THE LESSER New Orleans, 454 3779 (Soul, BMG)	
20	24	24	LET'S GO TO THE CITY Let's Go To The City, 454 3779 (Soul, BMG)	40	40	— SUGAR CAMPFIRE New Orleans, 454 3779 (Soul, BMG)	

### NEW ACTION R&B SINGLES

Other records registering still sales in certain markets and appearing to be a week away from making a listing on the national Hot 100 Singles chart above. All records on the chart are not eligible for a listing here.

<p><b>FIRST I LOOK AT THE PURSE</b> Contours, Gordy 7044</p> <p><b>FOR YOUR LOVE</b> Sam &amp; Jill, Joda 100</p>	<p><b>I'VE FOUND THAT I LOST</b> Impressions, ABC Paramount 10676</p> <p><b>YOU'VE GOT TO EARN IT</b> Templeton, Gordy 7043</p>
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#### TOP R&B JOCKEYS' PICK-OF-THE-WEEK

ALL WILLIAMS, WEND, Detroit  
Sed Herman, Gaze Drifters, Roulette  
Ain't It The Truth, Roy Harmon, RCA Victor #644  
Buckley, Gaze, Charlie, New York, 1930

ALBY (LADY GORG. BRIDGE) LEWIS, KANSAS, Oklahoma City  
Got To Live a Free, Harold Branson, in Pac 7225  
For Find Love, Sam DIB, Joda 100  
I I Didn't Love You, Check Jackson, Mord 585  
It's Too Easy, Too Late, Arthur Prysock  
ONE Two 1183

JOHNIE REE, NEWB, New Orleans  
Someone is Watching, Seize Dicks, Atlantic  
Don't Leave Me This Way, Atlantic  
Good Times, Gene Chandler, Constellation  
I Want To Do (Everything for You), Joe Tex, Sui 4016  
You Talk You Where the Music's Playing, Dorian,  
Atlantic 7298  
You Succeeded, Sandra Phillips, Broadway 402

CHARLIE BROWN, MOLO, Louisville  
Sad Sad Girl, Barbara Mann, Arctic 108  
Good Guy-Good Guy, New York  
ARC Paramount 007-40

JERRY THOMAS, KNOX, Duquesne Park Jervis  
Let's Walk, George Wyder, Tunes 053  
We Little Girl, T. J. Hill, Kent 427  
Rocky, Baby Dand, Duke  
Nothing Out Hereaches, Supramen, Mord 1000  
The Heart Is On, Carl Unrenewed, Car Jax 2  
Rocky, Baby Dand, Duke  
Only Three in Love, Baby Washington, Son 129  
I I Didn't Love You, Check Jackson, Ward 173  
Linda Linda Linda, Mord Buss & Sennig Davis Jr.,  
Verve W9025 (M) W 8605 (S)

FRED HANNA, NAME, Miami  
Too Hot To Hold Everyt, We Jay  
Go On Do Jackie Ross  
You're Still My Sweetheart, Harpoel, Port  
F'll Take You Where the Music's Playing, Dorian,  
Atlantic 7235  
F'll Take You, Seizers, Mord 1078

CHUCK MOORE, REX, Kansas City, Mo.  
Walking on As, Jerry Wilkins, Atlantic 2296  
You've Been in Love Too Long, Mord & The Vardell,  
Son 7045  
I Cried My Last Tear, W/Jay, Imperial 66123  
L'F-Good Lady B The Monterey Jazz Festival  
Dorian, Seizers, Pacific 7553 (M)

GRET McDONELL, KNOX, Houston  
I'm Too Good, Charlie Harris, Cap  
I Need You, Imperial, ARC Paramount 20710

DICOR (NAME) GOLF, WILSON, Memphis  
I'm Loving Good, Lost Wastins & The Overlaid, Seizers  
Don't Have to Show Up, The W. L. Reed, Volt 127  
You're Gonna Make Me Cry, D. V. Wright, Shock 545  
L'F-Morve Gaze On Country, Tunes 245 (M)

EDDIE CASTLEBERRY, WIND, Oklahoma, Okla  
I'm Love You Where the Music's Playing, Dorian,  
Atlantic 2298  
Don't Have to Show Up, The W. L. Reed, Volt 127  
I'm Loving Good, Lost Wastins & The Overlaid, Seizers  
Don't Have to Show Up, The W. L. Reed, Volt 127  
What About Me Sally, Jackie Dee, Son  
Danger Heartbreak Dead Ahead, Marvaret, Tunes 54125  
Don't Have to Show Up, The W. L. Reed, Volt 127

WILLIE HENRISTEY, WILD, Birmingham, Ala  
I'm Loving Good, Lost Wastins & The Overlaid, Seizers  
Everybody Make a Motion, Sonnetiers, Roy Kingston,  
Son 357

AL JEFFERSON, WIND, Baltimore  
You Can't Buy My Love, Barbara Lynn, Jax 1301  
Sad Sad Girl, Barbara Mann, Arctic 108  
Treat Her Right, Roy Reed, Black 246  
Don't Have to Show Up, The W. L. Reed, Volt 127  
Sed Herman, Gaze Drifters, Roulette  
Make Up Your Mind, Eddie Foyette, Seizers

OL' (NAME) MI, MISS, NCAR, Phenix, Ala  
I Don't Want It Over, Ray Powell, Sonnet 201  
There's Gonna Be A New Year, Sonnet Johnson &  
Rocky Dicks, Seizers 101  
Good Times, Gene Chandler, Constellation 160  
Don't Have to Show Up, The W. L. Reed, Volt 127

**TOP SELLING R&B LP'S**

Week	Last Week	Title, Artist, Label & R	Weeks on Chart
1	1	TEMPTATIONS SING SMOORE, Gandy G 912 (M); GS 912 (S)	21
2	3	JR. WALKER & THE LITTLE STARS PLAY SHOOTIN', Sans 701 (M); S 701 (S)	7
3	4	THE FOUR TOPS, Motown 622 (M); S 622 (S)	12
4	2	I DO LOVE YOU, Dolly Stewart, Chess LP 1486 (M), (No Stereo)	7
5	5	MURDOCKS BIGGEST HITS FROM THE BEGINNING, Treas T 254 (M); ST 254 (S)	18
6	10	TODAY—MY WAY, Nancy Wilson, Capitol T 2321 (M); ST 2321 (S)	9
7	7	THE BEST OF SAM COOKE, Vol. 2, RCA Victor LPW 3373 (M); LSP 3373 (S)	2
8	9	ARETHA FRANKLIN/YEAR, Columbia CL 2361 (M); CS 0161 (S)	2
9	—	JUST ONE IN MY LIFE, Nightcrawlers, Philips PHP 4006 (M), PHP 4006 (S)	—
10	—	THE IN CROWD, Ramsey Lewis Trio, Argo LP 757 (M); LPS 757 (S)	—

**NEW ACTION R&R LP's**

Other albums registering solid sales is certain markets and appearing to be a week away from meeting a listing on the national Hot R&B LP chart above. All records on the chart are not eligible for a listing here.


**A DOUBLE HEADER WITH  
ARTHUR PTYSORE**  
Ond Twa 2009 (M); 2005 (S)

**OUT OF OUR HEADS**  
Baking Stones, London LL 3429 (M);  
PS 429 (S)

**THIS IS NEW**  
Righteous Brothers, Moonlog  
MLP 1003 (M), SLP 9003 (S)

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**DJ SPOTLIGHT**  
BILL WILLIAMS, PD



## DJ SPOTLIGHT

BILL WILLIAMS, PD  
MCHB, Detroit



Bill Williams is a real radio personality who's a reliable partner and will have made him one of the most popular disk jockeys in the South east. He is also the station's program director. WILLIAMS is a native of Tampa. He has attended Johns University in New Orleans. He worked two and half years at WFLA, Tampa. An ex-U. S. Army paratrooper, he is married and lives in Lakeland. With a passion for the game and basketball rules, WILLIAMS promises his own show twice a week.

## Supreme Album Sales Nearing 300,000 Mark

**DETROIT** — The Supremes, hottest property on the Motown line-up, rolled up close to 300,000 orders for their new album, "More Hits by the Supremes," prior to its release on Tuesday (27), according to Barney Alex, executive vice-president of Motown Records.

This makes it six albums and six singles for the girls in the year they have been recording with the label—with the first five of the singles each hitting No. 1 spot on Billboard charts. The sixth is moving up on the charts. The Supremes Thursday (29) opened a three-week stand at the New York Copacabana.

Alic confirmed that Motown

Alex confirmed that Motown

## Jahnnny Bragg Denied Parole

NASHVILLE — The State Parole board last week refused to parole Johnny Bragg, 38, convicted rapist and robber who wrote the 1956 hit song "Just Walkin' in the Rain" while in prison.

Bragg was sentenced to 99 years in 1943 on a rape conviction, paroled in 1959 and convicted the following year and sentenced to 10 years on robbery and attempted murder convictions. The parole board said Bragg failed to succeed at his first effort at parole and is not yet ready for civilian life again.

### McKinven to Mills

**NEW YORK**—John A. McKirven has been named vice-president of marketing and promotion for Mills Music. He had been an independent marketing consultant and marketing head of the Fuller & Smith & Ross advertising agency. McKirven will report to Warren Ling, vice-president and general manager.

## Fontana Leases Lip Master

**CHICAGO** — Fontana Records' artist and repertoire Vice-President Shelby Singleton during a Louisiana tour last week liked the sound of "Try to Find Another Man," by Tommy and Clint on the Jin label. This resulted in his leasing the master for Fontana.

Handling negotiations were Fontana product manager Charles Fach and Floyd Solisano. Fach last week also acquired the master of "Hey, Little Willie," by the X-Cellents from Bill Leasure of Dayton.

# audio video retailer

PHONOGRAPHS • RADIO • TELEVISION • TAPE • HI-FI COMPONENTS • ACCESSORIES

## Nationwide Ring of Disk Thieves Costs Stores Thousands Yearly

By NICK BIRCH

CLEVELAND—A nationwide ring of record thieves is costing the industry many thousands of dollars and will require federal action before it is broken, according to the head of a large discount chain here.

David K. Kahn, president of the three-store Value City chain here, estimates that the ring has cost his outlet some \$10,000 in phonograph record losses during the past year.

Kahn said the record departments in his stores have all been moved nearer to the checkout counter so cashiers can keep an eye out for shoplifters.

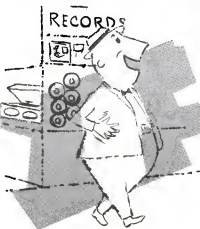
**Well Organized**  
The Cleveland store executive said that the thieves are well organized and go systematically from store to store, city to city.

"The pattern of operation virtually duplicates that of a nationwide ring of clothing thieves apprehended in the mid-'50's by the Federal Bureau of Investigation," Kahn said.

Kahn's remarks came following arrest of a shoplifter caught with \$52 in phonograph records at a Giant Tiger Store here recently.

The modus operandi of the thieves follows a unique pattern. Large over-size pants are worn by a team of three to four men. After carefully studying a store, the thieves enter, stuffing records into the pants.

The shoplifter enters as a small man and leaves as a fat one," Kahn said.



The man arrested at the Giant Tiger outlet recently had some \$52 worth of LPs stuffed into his trousers.

Kahn said the man had a New Jersey driver's license and had cartons with a New Jersey address in his auto when he was apprehended.

Kahn theorized the plan was to send the records back to the

New Jersey headquarters where they would be sold through some form of warehousing outlet.

Kahn noted that the clothing thieves apprehended by the Federal Bureau of Investigation back in the '50's had a warehouse with over \$1,000,000 in stolen merchandise that was being sold through regular marketing channels.

## LYON-HEALY FORMULA

### Full Line Music Merchandising Key to Chicago Chain Operation

A recent Lyon-Healy advertisement commencing the firm's 100th year in business, carried the caption, "Music For All." It couldn't have been more to the point. Lyon-Healy—not only provides music for all, it provides just about everything imaginable in the field of music. Its five-story, quarter-square-block store on the South Side of the city's Loop carries records, musical instruments, accessories; such home entertainment products as radios, TV's and phonographs, and even such off-beat items as piano rolls.

If there is one theme to the Lyon-Healy operation, it is variety. Perhaps prestige and variety would be even more descriptive.

The firm operates 13 stores in the Chicago area. Six of these carry records. The downtown store carries an inventory of approximately 30,000 LP's, about 60 per cent of which are classical.

Lyon-Healy prides itself on its classical inventory and its clerks are the most knowledgeable classical specialists in the Midwest.

The store subscribes to a

"modified self-help" merchandising philosophy. Most of the fast-moving pop material is located in easily accessible shelves and racks, but the bulk of the classical merchandise is back in the stockroom.

Doo Broman, general mer-

### Tax Refunds On Music Merchandise

CHICAGO — Although no all-inclusive list is available of music merchandise which carried the federal excise tax and therefore is subject to floor stock and inventory refunds, the National Association of Music Merchants has compiled an initial list to guide the industry.

NAMM notes that "generally (Continued on page 60)

chandise and sales manager of pianos, hi-fi's, TV's and records, says this is because "classical customers still prefer to be waited on and to discuss their purchases with a knowledgeable salesperson."

In terms of price, Broman says, "we're not a discount operation, but we're competitive."

Lyon-Healy estimates it is able to fulfill about \$5 to 50 per cent of all customer requests in the classical field from its shelf stock.

The store is also one of the very few that maintains a full guarantee and return privilege policy. If a customer is not satisfied with a record for any reason—even simply "not liking it"—he may bring the record back and have his money refunded.

Each store maintains two stereo earphone listening stations. Customers can have records put on a turntable and listen through the earphones near the counter.

Broman notes that the store used to maintain 15 individual listening booths in the basement

## NEW PRODUCTS

The following new products were selected by Billboard because of the special interest they may have for record dealers. For more information write Audio-Video Editor, Billboard, 160 West 57th Street, New York, N.Y. 10019.

### Columbia Introduces '66 Line



SOLID STATE Masterwork phonograph by Columbia. Four speakers, Garrard changer, ceramic cartridge, diamond needle, lug-type style case. Price \$95.00.



STEREOPHONIC tape recorder. Four track record and playback. Three speeds, four pole mechanical motor. Two detachable speakers, two microphones. Two level meters, bass and tone controls, pause lever, tape footage counter. Price \$275.00.



MANUAL SOLID state phonograph. Four speed, rubber matting steel turntable. Tone controls. Attache case styling. List price \$28.50.

but discontinued this because of lack of demand.

"People seem to be more knowledgeable today and don't always want their record played. Also, the quality of recordings has gone up and people no longer bother to check for defects," Broman notes.

Lyon-Healy believes strongly in advertising and carries on a regular campaign in the local (Continued on page 60)

### Pfanstiehl's

FIRST WITH THE LATEST

### NEEDLE DESIGNS!

Cartridge designers set a merry pace for needle makers. . . it's a never ending job to keep up with the continuous flow of new Arden and foreign cartridge designs—let Pfanzstiehl do it to serve your phono needle customers. When you need the latest, order it from Pfanzstiehl. Write for a free catalog and estimate order forms today.

Your order shipped same day it's received

DIRECT-TO-DEALER

Pfanzstiehl

CHEMICAL CORPORATION • BOX 88  
260 LAWRENCE AVE. • WILMINGTON, DELAWARE  
Shipping of the 1966 Classical Needle

When answering out . . .  
Say You Saw It In  
Billboard

# Billboard Buyers & Sellers

## CLASSIFIED MART

A convenient market place for the best sources of equipment, supplies, services and personnel... serving more than 20,000 buyers, sellers, and users of music, records, tapes, home entertainment equipment, club machines and many other related products throughout the entire world.

### EMPLOYMENT SECTION

#### SITUATIONS WANTED

ATTENTION, SENSITIVE/RELIABLE: I am a 30-year-old male with 10 years of experience in the music business. I am seeking a position in the music business. Please contact me at 100-1111, New York, N.Y.

ENGLISHMAN, VERY ABILITY AND EXPERIENCE IN A & B, C, D, E, F, G, H, I, J, K, L, M, N, O, P, Q, R, S, T, U, V, W, X, Y, Z. Please contact me at 100-1111, New York, N.Y.

### DISTRIBUTING SERVICES

#### RECORD DISTRIBUTORS

##### DISTRIBUTION ARRANGED

All questions answered about Recording, Distribution, Publishing, etc. Please contact me at 100-1111, New York, N.Y.

##### NATIONAL RECORD PROMOTION & PUBLICITY

Pressing. No job too small. Please contact me at 100-1111, New York, N.Y.

##### MORTY WAX PROMOTIONS

1800 Broadway, N.Y. 10019. Tel. 212-333-1000.

##### MISCELLANEOUS

#### HOT HOT

##### ATTENTION,

##### RECORD

##### COMPANIES

##### AND

##### RECORDING

##### ARTISTS!

##### Be the first

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##### by recording

##### a sure-fire hit

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##### "SELESH HEART"

Published by

Clover Music, BMI

Written by a great new BMI writer

Robert N. Bowden

For the ones who want a

hit, only lead sheets will

be sent out.

Write or wire for

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Robert N. Bowden

434 Garfield Court

Long Branch, N. J.

HOT HOT

### ATTENTION

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All types of new, unpublished songs available for recording. Unique production plus for indie labels and producers.

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Prod. Dept., 234 W. 89 St., N.Y.C. 17

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#### RECORD STORE FOR SALE

In large, established shopping

center. Four years in

business. Average gross

sales per year \$150,000.

Move to the land of sun-

shine and peace. Full

particulars available.

Write JACK CAWOOD

27 W. 10th Street

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MUST SELL SOON!

#### GOOD RELIGIOUS RECORDS WANTED

for publication, all types. Send inquiry

and sample to: James H. Davis

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76103

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and 3333. Please contact me at 100-1111, New York, N.Y.

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### RECORD MFG. SERVICES,

### SUPPLIES & EQUIPMENT

#### MISCELLANEOUS

NOTICE: IN ORDER TO FACILITATE the sale of records, please send your records to 100-1111, New York, N.Y. for sale. Please contact me at 100-1111, New York, N.Y.

#### PUBLICATIONS & SERVICES

#### PROGRAMMING IDEAS

Over 125 interesting, creative, comedy, romance, games and ideas are contained in a valuable new book for progressive radio program directors.

Now available from RSI (a division of Billboard) for \$8.95 each postpaid.

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## NEW PRODUCTS



SELF-CONTAINED, transistorized AM/FM stereo phonograph. Carried M-50 changer. Picking cartridge, diamond needle, sealed speaker compartments. FM stereo tuner and indicator. I.F. stages, illuminated dial, 30-watt output. List price \$299.50. Other models from \$150.00.



MASTERWORK AM/FM radio. AC and battery operation. 12 transistors, uses four penlite cells. Telescopic antenna. Leatherette case. Price \$77.95. Other radios from \$22.95.



STEREOPHONIC solid state Masterwork phonograph. Features "drop-a-note" cabinet, Tone control. Exclusive shielded grille. List price \$75.50 includes stand.

## Full-Line Music Merchandising

#### Continued from page 59

papers and WJMT, the city's leading FM outlet. In addition to spot announcements, the firm has sponsored an evening symphonic hour.

Direct-mail is also used with great success, not only to stimulate over-the-counter sales, but for a mail-order business, which accounts for about 10 per cent of Lyon-Healy's record volume.

A mailing list of about 5,000 names is maintained and a mailing of some type is sent out every month. Last month, for example, the firm sent out a

#### special promotion on harp records.

Other mailings cover new releases lists and special sales.

Much of Lyon-Healy's business is done with schools, institutions and music specialists as teachers and professionals.

The firm has requests from small towns throughout the Midwest.

Lyon-Healy's reputation of "having everything in the musical field" seems to stand it in good stead when it comes to specific requests from record customers. People seem to feel that if anybody is going to have it, Lyon-Healy will — and it usually does.

### Tax Refunds

#### Continued from page 59

speaking, all music instruments do carry the 10 per cent manufacturers excise tax. The original law exempted "parts and accessories" which represent a broad group of merchandise such as multipliers, picks, reeds, drum sticks, amplifiers, instrument cases and to use a broad definition, "any music item which, by itself, will not reproduce music."

NAMM lists the following musical items which do carry the tax:

Autoharps, banjos, bongos, cymbals, drums, guitars, hand bells, harmonicas, harps, tambourines, triangle blocks, triangles, ukuleles, zithers.

There are in addition the obvious items such as all string, brass and woodwind instruments, pianos, organs, phonographs, phonograph records, radios and TV sets.

## Counterpoint New Clay Pitts Label

NEW YORK — Counterpoint Records, a new label, has been formed by Clay Pitts Enterprises, Inc., a management firm. The first release features Jimmy Miller with "On a Back Street." National distribution will be complete by the end of the month, according to President Clay Pitts. The label will center around rock 'n' roll and folk music in both singles and albums. Artists for the present will be limited to those signed to the management firm.

## General Named

BALTIMORE—General Distributors here has been named distributor for the Audio Fidelity and Karate lines.

## Three Suppliers Name Dallas Bulk Vendors in Debt Action

DALLAS — A receivership petition filed here in Dallas County Judicial District Court by Oak Manufacturing Co., Operators Vending Machine Supply Co. and the Tradewind Supply Co. charged bulk vendor Larry Tarletz of Four State Vending Co. with obtaining merchandise by means of fraudulent notes and seeks near-

ly \$100,000 in alleged indebtedness and damages.

Named in the lengthy, six-count complaint with Tarletz were Dallas Vending Co., Inc., Beaver Distributing Co., Inc., three banks and a leasing company.

The court scheduled a receivership hearing for August 13. Meanwhile, plaintiffs and defendants have agreed on a temporary injunction freezing all assets and income of Four State Vending Co. and Dallas Vending Co. pending the hearing.

### Route Records

The Los Angeles-based Operators Vending Machine Supply Co. charged that Tarletz, "... to continue to obtain additional funds, wares and merchandise, presented to the firm a \$16,740 note in December of 1963 which proved to be a "forgery." The petition asks \$12,000 in damages resulting from the alleged fraud.

Operators Vending Machine Supply Co. also alleged that in obtaining \$39,000 in credit in April of 1964, Tarletz offered security in the form of a "conditional sale contract" for 3,500 Acorn vendors as well as title, operation and location rights to 1,330 additional Acorn vendors. However, the petition alleges, Tarletz "still has in his possession the route records (for the 1,300 machines) and refuses to

turn over or deliver the same." In addition, Operators Vending Machine Supply Co. charged Tarletz with attempting to transfer or dispose of such machines, stands and related items.

### Receiver

Operators Vending Machine Supply petitioned that a receiver take possession of and operate all the machines in question.

Another section of the Operators Vending Machine Supply complaint alleged that title to the machines to which it (Operators Vending) had rights was transferred to a Dallas bank, an action which eventually involved two other banks and various other firms—all named in the petition.

Oak Manufacturing Co., also located in Los Angeles, charged that in order to obtain merchandise, Tarletz and principals in the Dallas Vending Co. "deliberately and intentionally set upon a plan or scheme whereby a fraud was perpetrated upon Oak." This Oak charged, involved three notes totaling about \$35,000 payable to Tarletz and co-signed by Dallas Vending Co. Each note was purportedly secured by a chattel mortgage on a number of bulk vendors.

### Notes

Oak alleged that "the various vending machines described in such mortgages were not in fact sold," and petitioned for a sum of at least over \$30,000 which Oak claimed is due on the three notes.

Named in the petition as Dallas Vending Co. principals were Roger Arch, president and Gilbert J. Bruneman, secretary-treasurer.

Oak also filed claim for \$4,700 which it declared due in connection with a patent infringement suit involving Beaver Distributing Co., a company with which Oak alleged, Tarletz "was connected."

Oak petitioned the court for a receivership appointment.

Tradewind Corp. petitioned for \$2,923 for alleged debts by Tarletz and asked for payment of \$730 in legal fees.

## 15-Month Sentence in Vend Racket

PHILADELPHIA — John P. Studnicki, who pleaded guilty to hitting people across the country of some \$80,000 through a vending machine racket, was sentenced to 15 months in federal prison on Tuesday, July 27, by Chief U. S. District Court Judge Thomas J. Clary here.

Studnicki, who was based in Edgemoor, Del., and operated between October 1961 and May 1963 out of Miami, Fla., and Darby, Pa., also was sentenced to five years' probation at the conclusion of his prison term.

He was convicted earlier on charges of using the mail to defraud. Postal inspectors called him the brains behind an operation that sold vending machines, mostly to retired persons, representing them as exclusive franchisees with guaranteed profits. Approximately \$80,000 was lost by purchasers. It was testified.

"I fail to find the slightest sign of remorse," the judge said to Studnicki, "for wrecking the lives of scores of people."

Two accomplices were placed on five years' probation each after they were found guilty of similar charges in a trial in April of this year. They are Charles Brodini, of Pompano Beach, Fla., and Bernard Furey, of Linden, N. J. Witnesses from all parts of the country testified in the trial.

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TO NEW QUARTERS  
While we have changed our address... we still offer the same famous EPKY QUALITY CHARMS AND CAPSULES AT LOW FACTORY PRICES.  
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## MANDELL GUARANTEED USED MACHINES

N.W. Model #9, 10 or 11	\$49.95
Golden State, 10 or 11	\$49.95
Golden State, 12 or 13	\$59.95
N.W. Model #12, 13 or 14	\$59.95
Golden State, 12 or 13	\$59.95
Golden State, 14 or 15	\$69.95
Golden State, 16 or 17	\$79.95

## MERCHANDISE & SUPPLIES

Proportion Note, James Green	\$ .24
Whit	\$ .24
Golden State, 10 or 11	\$ .24
Golden State, 12 or 13	\$ .24
Golden State, 14 or 15	\$ .24
Golden State, 16 or 17	\$ .24
Golden State, 18 or 19	\$ .24
Golden State, 20 or 21	\$ .24
Golden State, 22 or 23	\$ .24
Golden State, 24 or 25	\$ .24
Golden State, 26 or 27	\$ .24
Golden State, 28 or 29	\$ .24
Golden State, 30 or 31	\$ .24
Golden State, 32 or 33	\$ .24
Golden State, 34 or 35	\$ .24
Golden State, 36 or 37	\$ .24
Golden State, 38 or 39	\$ .24
Golden State, 40 or 41	\$ .24
Golden State, 42 or 43	\$ .24
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Golden State, 576 or 577	\$ .24
Golden State, 578 or 579	\$ .24
Golden State, 580 or 581	\$ .24
Golden State, 582 or 583	\$ .24
Golden State, 584 or 585	\$ .24
Golden State, 586 or 587	

# "... redworms, night crawlers ..." Looking for a New Line? Try Worms!

By BOB LATIMER

DENVER—The fact that the million-or-more anglers who fish the swift streams of the Colorado Rockies annually have difficulty finding plenty of fresh worms has put bulk operator George Corlke Jr. into a new vending line.

This spring Corlke began in-

stalling refrigerated vending machines offering gardenworms, redworms, night crawlers and "cheese malows" at 50 cents per package.

Maintaining temperatures at about 38 degrees, the vendors keep the wiggle merchandise in a state of semi-animation for up to two months.

## 10 Locations

Corlke obtains the worms pre-packed in snap-pack cans with air perforations. "The cans provide an excellent crush-proof carrier," Corlke said, "and experience has shown that the metal surfaces do not harm the worms in the least."

His worm source is a distributor here, who imports varieties from Texas, Canada and the Pacific Northwest.

Corlke has placed free-chute worm vendors in 10 locations to date. They are stops such as service stations, tourist areas, sporting goods shops and cross-road shopping centers, all spots in which Corlke previously operated.

"Worm vendors are a tremendous convenience to the fisherman who is convinced that hitting the river banks at dusk will produce a better catch," Corlke pointed out, "because he can buy worms in the middle of



WORM VENDOR, which preserves refrigeration, is shown with Denver operator George Corlke Jr.

the night if necessary." Corlke intends to expand his worm vending enterprise "When ever some form of supervision or protection can be found against vandalism or theft."



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**SCHOENBACH CO.**  
Manufacturers Representative  
Acme-Arco Distributor

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**COIN WEIGHING SCALE**

**\$22.00**

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Golden, White	20
Golden, Butts	25
Potatoes, Virginia Glazed	40
Spanish	30
Mixed Nut	37
Norfolkshire	37
Assorted Peanut Candy	47
Light Speed Baitable Gum	25
100 ct. 100 ct. 100 ct.	25
200 lb. minimum quantity on all items	

Peris, Sapples, Blends & Sticks.

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## IOWA

# A Survey of State Business Regulations

Thirteenth in a series of reports on State legislation affecting the bulk vending industry. By no means exhaustive, this article carries the name and address of the State official from whom full information may be obtained. Clip and save.

**DES MOINES**—Under terms of the State Retail Sales Tax Law, a 2 per cent tax on the gross receipts derived from all coin-operated machines was imposed.

"Receipts from the sale of merchandise through vending machines is also subject to a tax of 2 per cent," the law reads.

The operator of machines which are on location is a retailer for the purpose of the Retail Sales Tax Law, the law states, "and is required to hold a Retail Sales Tax Permit and report the entire gross receipts received from the operation of

such machines and remit 2 per cent tax thereon."

The operator need apply for only one permit, however, for his principal place of business. He must file a quarterly return reporting gross receipts on form "ST 50" supplied by the State. The form also shows the number and type of machines operated.

The Retail Sales Tax Department furnishes to each operator a sticker, "ST 103," for each machine. Each sticker carries the operator's Retail Sales Tax Permit number.

Operators are cautioned to consult county and local authorities for specific municipal legislation before expanding into new areas.

For complete State information, contact: Vernon W. Plummer, Assistant Director, State Tax Commission; State Office Building; Des Moines, Ia., 50319.

## Canteen Sustains Big Colorado Flood Loss

DENVER—Automatic Canteen Co. of Colorado, which operates hundreds of bulk machines in addition to full-line vending equipment, reported the loss of 100 machines with merchandise in 60 locations along the banks of the Platte River during its rampage earlier this summer.

In addition, Canteen was forced to junk 200 other vending machines which sustained extensive water damage in storage at the firm's headquarters here. Water ran seven feet deep in the building.

According to company General Manager Bill Chappelle, Canteen lost approximately 50

trackloads of stored merchandise, which was turned into a glutinous mass by the muddy waters.

In attempting to restore vending service quickly, Chappelle installed a mobile telephone in the auto, which he used for a steady stream of calls to suppliers, Canteen's national offices, locations, etc., in co-ordinating the re-establishment of devastated routes.

"In the few days immediately following the flood I made more than 8750 long-distance calls," Chappelle said.

Colorado Canteen's loss was estimated at well into the hundreds of thousands of dollars.

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## NEW VICTOR 77 GUM & CAPSULE VENDORS

A REAL SALES STIMULATOR

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Beautiful eye-catching design. Makes Concessionaire's merchandise display more attractive.

Vendo 100 2oz. gum, 100 V-1 and V-2 capsules. Available with 16, 50, 100, 250 or 500 coin mechanisms. Removable cash box for easy collection. Large capacity. Holds 1800 2oz. gum, 100 V-1, 175 V-2 capsules, 350 V-1 capsules and 80 V-2 capsules.

Price \$39.00 each when ordered from Victor.

Write, wire or phone **GRAFF VENDING SUPPLY CO., INC.**  
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## Announcing the first and newest NORTHWESTERN

Now ready for immediate delivery. Models 1,200 individually wrapped FLEXIPS DUMBLE BUBBLE TAB GUM, the most popular in bubble gum. Wrappers include comics, features and premium. Bulk handling. Bulk loading.



Other products soon available.

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# COIN MACHINE News

AN EXCLUSIVE BILLBOARD REPORT

## Discotheque: How is the 'Go-Go' Going?

By NICK BIRG



TEENAGERS AT PHOENIX'S THOMAS MALL swing to a recently installed discotheque installation. The mall donated an empty store for the discotheque. The Chamber of Commerce now talks of holding dances nightly.

## Theque Starts Gotham Listening

By AARON STERNFIELD

NEW YORK — While the coin-operated discotheque isn't fomenting any revolution in the entertainment industry here, it is causing a subtle change in the listening habits of juke box patrons.

For example, Irv Kemper, general manager of Runyon Sales, the New York AMI distributor, points out that the Wayside Inn in Stony Point uses the discotheque unit for Friday night dances and for listening the rest of the week. Phil Rizzuto and Yogi Berra's bistro in Clifton, N. J., has a new discotheque unit and no dancing. Music lovers sit on their bar stools and listen to the big sound. Music there no longer serves as a backdrop for conversation. It is used as in a concert hall.

Runyon works with operators in placing posters on the locations in prominent places.

Murray Kaye, general manager of Atlantic-New York, the local Seeburg outlet, and he has sold some 60 discotheque units in the New York area, but not one portable dance floor. Most of the installations have been made in Queens and Long Island, where floors of taverns are large enough to accommodate dancing. However, Kaye said that a large number of these locations do not have dancing and those that do use the discotheque for breaks in live entertainment programs.

Spells Combo

Harold Kaufman, president of Musical Sales, the Wurliizer distributorship, said local opera-

tors are playing discotheques in locations which already have cabaret licenses and who don't want to spring for live entertainment. In cabarets which still have live entertainment policies, the discotheque is turned on while the combo takes a break.

One location, the Club 3 in Queens, has discotheque dancing as its main attraction and charges a \$2-a-head admission fee. Several locations have been in Arthur Murray dancing instructresses and held dance parties.

At Albert Simon, Inc., Rock-Ola distributorship, sales manager Al D'Alazio said that five of the six Rock-Ola discotheque installations are for listening rather than dancing.

The Cuts Swings

The dancing location is Green-

wich Village's Gate, which features some of the top jazz artists in the nation. The first show doesn't go on until 9:30, and the two hours that precede the show are strictly for dancing.

Operators have generally been able to get a \$50 weekly minimum on discotheque installations, with the location getting the next \$50, and the 50-50 split obtaining from that point.

Probably the distributor who's doing most to promote discotheque for dancing rather than listening is John Bilecki, Wurliizer distributor for up-state New York.

Mediums

Bilecki has supervised the installation of nine dancing discotheques in the Syracuse-Rochester area. He's working with operators and location owners in

CHICAGO—Discotheque is the most heavily promoted French import since the bikini and the juke box industry has embraced it with enthusiasm that does international relations proud.

It started as a new form of entertainment in avant-garde clubs but has since been mechanized by the coin machine industry and spread to the far corners of the world.

Originally discotheques were operated by live entertainers. The juke box changed all this, but only briefly. Today coin-operated discotheque and live entertainment has formed an entente and often the most successful discotheques are those that offer some combination of the two.

Joe Started It All

Seeburg was the first to sample the French product, importing the Gallic discotheque disciple Joseph Passerini to bully the cause around the U. S. Joe has returned to the green fields of France, but Seeburg's discotheque is rolling on.

Rowe AC adopted as its champion Kiffer Joe Fire, dance darling of the New York "Jet Set." Joe is featured doing everything from the Moscow Mule for the Stinsons to the Rowe-Rowe-Rowe for his coin machine employers.

Wurliizer enlisted the Arthur Murray dancers to sell its cause and Rock-Ola, after some resigned soul-searching, introduced a package with all the promotional gimmicks that are now standard.

As most new ideas, discotheque has its adherents and enemies. Some operators praise its cause to the sky, others curse to the ground below.

Some in Every Block

Some areas have discotheques in every block (well practically every block), others less than a half dozen per city or town.

Some operators install discotheque with all the showmanship of a P. T. Barnum or Billy Rose—others hang up a discotheque sign, put a paper on the record and hope for the best.

As might be expected, the success of discotheque is in direct proportion to the effort and perseverance used in its installation.

"It doesn't just happen," as one distributor put it. Like most things worthwhile, it has to be pushed.

National Publicity

One undeniable accomplishment of discotheque is the national attention it has gained for the juke box industry. Virtually every major metropolitan daily newspaper and such national magazines as the New Yorker, Life, Time, Newsweek and a host of others have written about the new coin-operated Go-Go craze.

In past years the juke box industry merited such attention only in less savory connections. Discotheque has also made many people conscious of sound.

What started as a dance-oriented promotion has become a dance-oriented to the "Big Sound" idea.

Seeburg produces its own discotheque records. Wurliizer records are specially made up by several manufacturers, while Rowe and Rock-Ola choose to stick with the product now available on the market.

Reactions Run Gamut

Some operators have made

(Continued on page 71)

## Seeburg Dominates Minneapolis Theque Race; Listening Stressed

By ROY WITZFIELD

MINNEAPOLIS — Seeburg dominates the not very large and somewhat spotted picture of coin-operated discotheque in this market. Distributors for other firms with discotheque models are less enthusiastic and are not finding very heavy response.

One distributor complained that the discotheque music available was most attractive to young people not old enough to patronize cocktail lounges or taverns. Another distributor, doing better, felt discotheque was meeting with more listening

than dancing appeal and that patrons who enjoyed the up-graded reproduction of discotheque sound came as much to hear it as to dance to it.

This more successful source stressed the importance of carefully programming the music and removal of albums receiving no play with more of the preferred type.

\$50 Lease

One leading St. Paul discotheque operator leases the equipment to locations for \$50 a week, with the location keeping any excess over \$50. Total grosses of more than \$100 a

week are common, he reports.

This source has also experienced some difficulty with the speakers from the ceiling, beamed directly down onto patrons. This has made a marked difference in the tone quality and greatly boosted the music's popularity at several different locations, he added.

In Minneapolis, there were complaints about restrictive dancing ordinances and license fees which curtail the spread of the party.

Reacts De Well

In other Minnesota areas, a

(Continued on page 71)

## REPRINTS FOR DISCOTHEQUE

CHICAGO—The exclusive Billboard report on discotheque in this issue was prepared as a special service to operators. Reprints of the feature may be obtained by writing: Coin Machine, Editor, Billboard, 185 W. 42nd St., New York, N.Y. 10036.





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**NAVY**



WILD! is the word for the go-go dance of these girls at Chees Lounge in New Orleans.



BUT OLDER PEOPLE find their place on the discotheque dance floor, too. These couples are in the Hotel Marina in Copenhagen, Denmark.



YOUNG ADULTS CUT LOOSE on a discotheque dance floor in the Park Hotel, Sandefjord, Norway.



FORMER STRIP JOINT is now Mickey's A-Go-Go in Omaha; shakes to the tread of 'theque dancers.

# Coin Discotheque Equipment Offered

## Rock-Ola

Grand Prix II 160-selection and Princess Royal 100-selection phonographs, and Starter 100-selection phonograph, the latter with so dual pricing.

Unah discotheque speakers and "A," "B" and "C" decoration kits. "A" kit has 60 by 30-inch window banner, 12 wall posters, size mobile danglers and 50 cable tents. "B" kits have same size window banner, eight posters, six mobile and 50 tents. "C" kits have the banner plus four posters, three mobiles and 25 tents.

## Rowe AC

Diplomat 200-selection phonograph and Discophonic stereo speakers with additional amplification and recombination. Killer Joe Pica idea book with instructions on how to set up and operate a discotheque; Killer Joe pennants, streamers, banners, posters, membership card for teenagers, and a pair of dance records. Portable dance floor is optional. Advertising mats, radio scripts and news releases are free.

## Seaburg

LPC 480 (160 selection) console and two Altee Lansing speakers priced at \$1,495. Mustang 100-selection phonograph playing singles only, with two Altee Lansing speakers priced at \$1,095.

Starter promotion package includes: 10 silver screen-banners, electric window sign, paper wall banners, table tents, coasters, napkins, ceiling mobiles—all at approximately \$500.

Rec-O-Dance Little LP's in Discotheque (pop), Discotone (teen-age) and Rhythm (r&b) series. Leased at \$600 per year, quarterly replacement included. Ten records per package.

Diskotek singles in Discotheque (pop), Discotone (teen-age), Rhythm (r&b) and Country series. Ten records per series. Leased \$40 per year with quarterly replacement.

Newspaper ad mats, radio spots and press releases free.

## Wurlitzer

Discotheque "2000-S" 200-selection phonograph with cut-off switch. Another model 100-selection machine is not promoted for discotheque. Unah-Heritage III speakers about \$150.

Decoration kit includes: Nine fluorescent 3 by 8-foot wall banners, 1,000 napkins, 500 table tents, two 11 by 33-inch window banners and speaker grill panels.

One set of 10 Columbia discotheque records for \$20. One set of RCA Victor at same price.

# 'Tek' Makes People Conscious of Sound, Says Detroit Trade

By HAL REVES

DETROIT — "It's reawakened interest in the entire juke box field—people are actually talking about juke boxes again."

That's the reaction to discotheque from Dan Evans, Miller-Newmark Company, Rowe AC distributor here, and it's typical. Evans feels that "discotheque has made people more conscious of sound. Even locations that don't have room for dancing are using discotheque to make more money."

Operator reaction to discotheque has been cautious. The success of the French-originated dance idea has followed closely the promotional activity at the manufacturer level. Accordingly Seaburg installations lead the field with others following at varying intervals.

## Collections Up

Operators like Carl Grant report a substantial increase from locations where discotheque has been installed. Operator Al Turner is typical of those who have used "go-go" decorations to advantage.

Turner made his installation in a West Vernor location—with no dancing—but business is up anyway.

State law encourages operators to concentrate on the "listening" aspect of discotheque. Locations can't allow dancing unless the floor measures a minimum of 200 square feet. Small locations are reluctant to have that much "non-earning" space since tables usually have to be removed to make room for the floor.

At Empire Coin Machine Co. (Rock-Ola), Robert L. Wiley, manager, says discotheque is growing slowly but it needs "selling to both the location and operator."

Harold Christiansen, Angus Distributing Company (Wurlitzer), offers discotheque records to operators through a one-stop he also runs and notes that "some operators have achieved very successful results with the discotheque idea."

Statistics are nebulous, but Rowe-AC is said to have some 30 of its own machines in discotheque installations with Seaburg having an even higher number.

## Showmanship Important

The significance of promotion and showmanship is suggested by Dan Evans: "The best locations have some form of entertainment. Go-Go girls to demonstrate the dances is a good idea. An emcee to keep things going also helps."

Frank Alluvot, Jr. of Frank's Music, has taken a cautious though increasingly enthusiastic approach. Frank has about 400 juke boxes on location—only one discotheque.

However he makes it clear, "we are ready to put in discotheque if the people want it." Alluvot said he has been cautious because he didn't want to get caught up in the idea if it was "just a fad."

Art Herbert, Miller-Newmark manager, feels that under weather will spur discotheque even more. "People don't like to dance in the heat," he says simply.

BILLBOARD, August 14, 1965



Number Two of a series



## Your fortune for a penny



Never poke fun at the lowly penny . . . it's a pretty serious matter. At least that's the way things added up in the early 1930's. A lot of people took pennies seriously in those days . . . especially David C. Rockola, the president of Rock-Ola Manufacturing Corporation, whose products provided homes for a lot of wayward pennies.

Rock-Ola's line of fine Featuristic and Lo Boy weighing scales were steadily gaining in popularity . . . due primarily to a fantastically simple mechanism with a foolproof, no-tamper coin chute assembly.

If there was one thing David C. Rockola knew about, it was about scales, and the thing he knew most about scales was that they had to be simple, dependable and most of all profitable for the operator. After all, a penny was just a penny even in 1932.

It was a good business. In fact, according to the expert opinions of people who keep track of such things, every person in the country was the proud owner of three tax-free pennies



at any given moment. That's about seven billion of them, or so they said. These were the very pennies that interested Mr. Rockola.

There's a funny thing about pennies, though . . . or rather about the people that have them—nobody wants them, and they get rid of them at the first opportunity.

From his experience as an operator, David knew that no operator could afford a mechanic to keep his scales in service . . . so he designed a scale that needed no repair . . . ever.

When soda straws became a popular way of cheating the scales, he designed a coin chute that curved so the straw wouldn't work, and when sharpies were picking locks he came up with a pick-proof, free revolving collar, cylinder vault lock.

By 1933, scale operators were forced to take the pinball and counter games seriously. Most locations didn't want to deal with more than one operator, and a lot of scale men were losing valuable locations.

By this time, Rock-Ola was busy developing a line of games to make it possible for the operators to gain more locations and increase their profits.

The same simplicity and precision of manufacture that had made his scales so popular were carried over into the games with immediate success. Juggle Ball, Wings, Sweepstakes, Jigsaw, World Series, Radio Wizard, Army Navy and Black Magic proved to be some of the most successful and profitable ever produced.



In November, 1934, David C. Rockola staggered this industry with the unprecedented purchase of the vast Gulbransen properties at Chicago Avenue and Kedzie for an estimated \$5,000,000.00. The property covered an area of four and  $\frac{1}{2}$  city blocks and included 23 buildings with more than 750,000 square feet.



Within a few months, Rock-Ola had 2,500 employees and the capacity to produce 5,000 pin games per day.

Perfection of simplicity in complicated mechanisms caused them to work in flawless and trouble-free fashion. Thus, the switch to the complicated world of coin-operated phonographs was a natural move . . . and now, after 30 years experience, has resulted in Grand Prix II, Starlet and Princess Royal . . . the ultimate in phonograph design and performance.

Rock-Ola Manufacturing Corporation  
800 N. Kedzie Avenue—Chicago, Illinois 60651



STARLET  
Model 429



GRAND PRIX II  
Model 426



PRINCESS  
ROYAL  
Model 424

# ROCK-OLA



music products for profit for 30 years

## STANLEY JAROCKI:

# 'Theque Needs a Swinging Host'

By NICK BIRRO

CHICAGO — Stanley Jarocki feels that discotheques need a "swinging personality," but that go-go girls should be "moderately active."

"You don't want to embarrass women in the place," Jarocki says. "Next thing, all you have is a bunch of guys, and you need a happy mixture of both guys and dolls to make a discotheque click."

Jarocki, as most people know, is Seeburg's national promotion director, and for the past several months has been touring the bookends making discotheque installations in every town big enough to support an electric outlet.

### His Ideas

He's participated in over 150 openings and understandably has some definite ideas on the subject.

"One of the most important things is promotion," Jarocki says. "You can't just put in a phonograph and let things happen by themselves. You have to help."

"It's wonderful if the owner can make part—if not, he should have someone else acting as an emcee."

### Professional Dancers

"Using professional dancers from a local studio is very effective," Jarocki says. "Many lo-



"ONE OF THE MOST important things is promotion . . ."



"YOU DON'T NEED half-dressed 'go-go' girls . . ."

cations can work a deal with the studio, inviting the instructors to come into the location and run the discotheque in exchange for a couple of plugs for the studio during the evening.

"The dancers also get the party going. They start to dance, then break, bringing other people up to the floor. In a few minutes you have the whole room dancing."

"Dance contests are also very popular. The location should advertise the contest in advance. Prizes can consist of record albums or drink or food certificates at the location."

When it comes to go-go girls, Jarocki is quite adamant. "You don't need a half-dressed chick to make the place go. In fact, it hurts. If the girls are attractive but modestly attired, it's much better. For one thing, it makes the girls in the room feel more comfortable. For another, people are more apt to get up and dance with a girl that's properly dressed. No one wants to follow a twirling girl in leotards on the dance floor," Jarocki says.

Personalities such as Seeburg's Joe Panarino or Rowe's Killer Joe Piro are a big stimulus for an opening, according to Jarocki. Panarino traveled over

100,000 miles helping to kick off the Seeburg program.

The Seeburg executive notes that many places hold queen contests, picking winners by vote or by simply drawing numbers from a hat. One operator, Carl Zimmer, Mishawaka, Ind., used outdoor searchlights to herald a discotheque opening in South Bend, Ind.

### Live Combo

Some discotheque installations combine a coin-operated phonograph and a live group. Jarocki feels this is an excellent way to keep people inside the place. There's never a dull moment—and constant variety.

An effective Seeburg gimmick has been the "Golden Record Award," presented to the location owner on the night of the opening. An attractive plaque with a mounted gold record is inscribed as follows: "The Seeburg Corporation is proud to present this special Golden Record Award to (location owner's name) in recognition for presenting the first Seeburg record to the best-selling store albums on the three-way audio system of the LP Console 480." The award is signed by J. Cameron Gordon, Seeburg's president.

Jarocki is a firm believer that discotheque is not just for youngsters but adults as well. He also feels that discotheque has as much appeal for listening as dancing.



SEEBURG'S STANLEY JAROCKI ponders a point. He feels discotheque is for adults as well as youngsters.

## THE 50/50 FORMULA FOR 'GO-GO'

CHICAGO — Co-existence with live talent has been achieved in a prestigious jukebox discotheque installation at the Palmer House Hotel here by Clover Music. Called the Charade A-Go-Go, the big (150 capacity) room opened July 30 with entertainment divided half and half between a group called Rossi and the Majestics and two little Go-Go girls demonstrating the genre's dances to the sound of a Seeburg phonograph and speakers. The girls announce their dance demonstrations and then select the appropriate tune by means of a wall-box within arms reach of their "cages." Said Clover Music's Mel Simon: "This is juke box discotheque at its best. The phonograph and the live music complement each other perfectly. And let's face it—they probably couldn't exist without each other."

all times—dancing or listening."

Clayton Ballard, manager of the Wurlitzer branch, put it this way: (Continued on page 14)

# Discotheque Solves California Problem

By SAM ABBOTT

LOS ANGELES — Regino Salcido had a problem at his Lavroc Inn. He solved it with Discotheque. Salcido discussed the matter of attracting new customers and keeping old ones longer at his host tavern in Los Angeles County area between Gardens and Hawthorne. M. O. Barrett, who has the Barrett Company, installed an LP 480. He and Salcido fleshed up one end of the tavern with discotheque figures and installed black light to highlight the posters.

The result? Business has more than doubled and is still growing. The Monday-through-Friday trade was increased, which Salcido wanted most of all, and the weekend business has held strong and increased enough to convince Salcido that discotheque is the answer.

### Business Was Off

The problem of slack business

was worst at Salcido's Inn just before he installed discotheque. Although he had operated the bar for three years, he had not had live entertainment for more than a year. Discotheque gives customers of this neighborhood location the opportunity to dance or just listen.

When Salcido started discotheque, he went all out to support it. He advertised wherever he could and distributed circulars throughout the area.

Salcido's experience with the new sound is not isolated. In the opposite end of the county at Laklands, Ray Brandenburg has found discotheque "real good" and plans to install more of them. He checks spots that have discontinued entertainment as likely prospects for the installation. Once the equipment is in the location, advertisements are placed in the newspaper circulating the area and circulars are delivered within a good sized area around the spot.



M. O. BARRETT (left) discusses the discotheque installation he made for tavern owner Regino Salcido. The inn's business more than doubled.

While there is not enthusiasm for discotheque among operators in all areas, there is no animosity. For instance, Harry Burd at Associated Coin Amusement Company, Inc., with nearly 500 music machines in Southern California, said his company has some "good" discotheque spots. But, he added, the right location is necessary to make it go. Burd said the most important thing with discotheque was a good library.

Walt Hemple, veteran operator of First National Music in the rapidly growing So Fernando Valley, explained there were only a few spots in the area ready for discotheque. He and his staff of routemen are conducting a study of prospective locations.

In the distributor end of the industry, the feeling is joy.

### Many Records

Frank Negri, sales manager for Struve Distributing Company Seeburg branch, said, "op-

erators have informed us they never realized the capabilities of discotheque until they tried it. The reproduction has been acquired through the finest equipment and recording that keep play at its peak. Discotheque may be used in any location since records are available for

# Texas Opinions Vary On Value of 'Theque

By O. R. ALLEN

DALLAS—Opinions about the present and future for discotheque here is varied.

Jack Eskew, manager of Music Enterprises in Dallas, said the French import is doing just fair in this area and guessed that there were about twelve locations so far.

He said that to make a success of a location an available supply of young people was a necessity. According to Eskew, best promotion is through newspaper advertisements. He also explained that there is an effective tie-in with local Arthur Murray dance studios.

### Collections Up

In terms of collections, he reported an increase of fifteen or twenty per cent, but feels the idea is still too new for an accurate appraisal.

Tommy Chatten, sales manager at State Music Distributors, wanted to see discotheque. He said that there had been about twenty locations in this area and that now there were only about twelve.

He said that the best locations for a discotheque operation were in spots where there were a lot of young people.

Other operators who preferred

not to be quoted by name said that investment in setting up a location was too high for the return which could be expected.

In addition to newspaper ads for promotion there are signs, banners and the like being used. One spot at Fort Worth has a tie-in with a local radio station.

### Positive Response

On the more positive side was Cliff Blais, salesman for O'Connor Distributing Company. Blais has just returned from several years in Paris. He said that discotheque was selling very well in Dallas and that some of the best installations were in the country spots.

He turned the story up which his firm installs "instant light club." It consists of a combination phonograph and two speakers plus multi-colored wall panels which are illuminated by black lights in the ceiling. Also included in this package deal are nuptial table tents. As he put it, "the works." Complete cost for this set-up is \$695.

The equipment is leased on a flat rate per week, and Blais said that he had installed one he never had to pull his equipment out of any location.

He said that any location in a heavily populated area was good.



COUPLES DANCE IN THE LATE HOURS of the morning in Regino Salcido's Lavroc Inn discotheque location.



**DANCE DEMONSTRATION**—key to go-go location success. Go-go girl shows 'em how in El Rancho, Chickasha, Okla.



**A NEW PROFESSION** — "Go-Go Girl." This one works at Babe's A-Go-Go in Des Moines.



**GO-GO GIRL** doing the "Dog" at Denver's Club A-Go.



**CAGED Go-Go Girl** at the Peppermint Cane in Denver.



**GANISH go-go girl** demonstrates Scandinavian version of the "Dog."



**BEGINNERS** are as much fun to watch as the pros. These teen-agers concentrate on the Jerk at Thomas Mall in Phoenix.

August 14, 1965, **BILLBOARD**

# memo to all Manufacturers and Distributors

of phonographs, audio-video machines, amusement games, pool tables, cigarette or other vending machines, background music equipment, kiddie rides, coin handling or moving equipment, as well as **SUPPLIERS** of coin machine parts.

**TIME  
IS SHORT**

*Get Your M.O.A. Ad Plans Finalized Immediately. Special Billboard M.O.A. Issue will be dated Saturday, September 18. Distributed at the M.O.A. Convention Sunday, September 12.*

*Ad Deadline: Wednesday, September 8.*

This fact-packed issue offers advertisers a once-a-year opportunity to display and sell equipment at a time when the **FALL BUYING SEASON** is just beginning for the nation's operators.

A *golden opportunity* to reach those operators attending the convention, as well as those unable to attend for one reason or another.

## OTHER KEY BILLBOARD ISSUES SURROUNDING THE SEPTEMBER 18 M.O.A. ISSUE.

Issue Dated	Issue Distributed	Remarks
Sept. 11	Sept. 6	Excellent pre-convention coverage. Issue, Saturday (Sept. 11) distribution from Billboard's servicerenter at M.O.A. convention
Sept. 25	Sept. 20	Wrap-up editorial coverage of M.O.A. convention

Free Distribution of this M.O.A. Issue from Billboard's Servicerenter where messages are taken, phone service is available, and your many questions are cheerfully answered.

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Make your reservation for advertising space today.

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ARTHUR MURRAY dancers demonstrate new dances to press at New York's Summit Hotel.



TRADITIONAL and new dances are frequently seen on the same discotheque dance floor—as here in the Viceroy Cafe, Washington, D.C.



SPECTATORS make up much of the crowd in every discotheque location.



FIVE DISCOTHEQUE photographs and numerous sets of discotheque speakers have been installed here in the Castaways Motel in the heart of Miami Beach's plush resort row.

# Girls a Go Go in Denver

By BOB LATIMER

DENVER—Some two dozen discotheque installations have been set up here in the Mile-High-City, with about 20 per cent of these using girls in cages or on platforms to demonstrate the new dances.

Mike Savio, Disco Sales Co. (Wurlitzer), reports that locations prefer the coin-operated discotheque variety to that using a live "salsable."

Very few locations even use DJs or entertainers to emcee their discotheques, Savio says. The majority prefer to concentrate on offering a lot of discotheque music and letting it go at that.

Savio, however, is a big believer in promotion and has pushed hard with his Wurlitzer

Promo-Pak, installing black light posters, bright signs and table cards.

Savio has also been successful making discotheque installations in teen-age beer halls which serve 3.2 beer.

The entire discotheque concept got a boost here recently with the staging of the Enten Discotheque Au Go Go by the National Community Television Association.

Arthur Murray dancers served as instructors and Disco Sales supplied the photographs, speakers and music library. The event received considerable newspaper publicity.

Operators report little adult interest in discotheque, despite the installation of the concept in such adult locations as the Denver Petroleum Club.

Al Morrison, head of Serve

Distributing Company (Seeburg), reports "vibrant collections" wherever teen-agers and young people gather.

You don't have to have cavorting girls in cages or even dancing, for that matter, according to Morrison. The Denver distributor heads the list; his discotheque is just as appealing to the listener as it is to the active dancer.

Among Strove's most successful locations has been the Fox on the Hill, an elaborate lounge in suburban Littleton. Owner John Strove was paid \$100,000 annually for talent in an effort to pack his place.

After installing Seeburg's discotheque package, Fleissinger found he was still getting "wall-to-wall" people every night, but his costs were cut to \$2,600 weekly (\$30 per week guarantee).

# St. Louis 'Tek' Gains Momentum

By EARL PAIGE

ST. LOUIS—A sampling of opinions here among distributors, operators, and location owners reveals that discotheque has yet to reach its peak in the greater St. Louis market but it is gaining great momentum.

At Brandt Distributing Co., Pete Brandt is actively following through on the Wurlitzer tie-in with the Arthur Murray Studios. Charles Kagala, at Advance Distributing, after earlier introducing Rowe AC discotheque with an open house, is reporting growing "theque activity." Over at Musical Sales for McCormick is seeing a lot of action with speaker-packages which the branch is making available with the Rock-Ola. And at L&R Distributing Seeburg discotheque has really taken hold according to photograph sales manager Pete Entringer.

"It would be hard to say how many discotheque and discotheque adoptions there are in the over-all market here," Entringer reported, "but I know there are around 160 Seeburg discotheques in the eastern half of Missouri and the southern part of Illinois."

"Our operators," Entringer

for live entertainment discotheque can be a real shot in the arm."

"Theque No Miracle Drug" However, Entringer is not for every location. Entringer stated and veteran Feno, Missouri operator Bill "Dutch" Messer agrees. At the same time Dutch says, "This is the first time I've ever really made money on music. Where discotheque goes, it really goes. And, of course, we're getting a minimum guarantee so the locations are promoting music and not killing me with red money," Messer said.

While word-of-mouth is still the best promotion here, a number of locations are using outside sign, newspaper ads, and in some instances, radio spots. Walter and Sydney Morris of J. S. Morris & Son, Novelties locally have discotheque installation at Gino's where "Go Go Girls" are featured.

"You have to have good music," Gino's owner Gino Barsotti stated when Billboard visited the Morris Novelties location in St. Louis' west end. "The customer expects something different and exciting. This is what's making discotheque stand out."



PETE ENTRINGER, L&R Distributing Co., has spearheaded discotheque in the St. Louis area.

explained, "are finding that discotheque is working out best in the good neighborhood taverns and night clubs, where it is used in place of live entertainment and as a part-time replacement for combos and bands. Where locations have it tough paying

## MIAMI TWIST

# Live Acts & Discotheque Coexist

By RAY BRACK

MIAMI—Here where live entertainment has long been a way of night life, coin-operated discotheque is altered slightly in concept to complement the town's tastes.

The Miami method is the idea

of Perry London and his London Distributing Co. staff here, with the method exemplified best by a five-photograph discotheque installation recently completed in the Castaways Motel at 1632 and Collins Avenue.

With some 500 rooms, the Castaways is the biggest facility on "motel row" and features among its five major lounges the Wreck Bar, known to the local young set as "the place to go." The Wreck alone reportedly grosses \$3 million per year.

In the Wreck, London Distributing technician last month installed an LPC 480 and three sets of discotheque speakers.

operated his own distributing company here known as Rightway Distributing.

Randolph was for a long period with Centuri Distributors here and for the past year and a half he was employed by Musical Sales.

He is survived by his widow, Rachel.

"The bar is extensively broken up by poets and shortmen," a London spokesman said, explaining the two extra sets of speakers.

At the same time, London installed 480's and large speakers in Castaway bars called Shino Tempo. The Tahitian (also known as Shiny's Bar), The Ginza, and the Go-Go Bar (sometimes called the Pool Bar.)

"To cut down on the expense of live entertainment," London said, "most of this type of discotheque to fill in before, between and after acts."

The installations are made in most of the major locations on a rental basis, according to a spokesman for London. Play is by bar personnel. Figures on the Income Taxolizer units indicate gross of \$600 per month are not uncommon, the spokesman said.

London Distributing has made 100 discotheque installations in the Greater Miami area in the past few months.

## William Randolph Dies in St. Louis

ST. LOUIS—William R. (Ed) Randolph, a 30-year veteran of the coin machine business here and known throughout the country, died at his home here Friday (21) following a long illness.

He was 69 years old. RANDOLPH died started in the business with Ideal Novelty years ago. Later he was with Jack Rosenfeld and for a time



# San Francisco Discotheque: Many Different Answers

By GODFREY LEHMAN

SAN FRANCISCO—What makes a discotheque location? The answers to this question are as varied as the number of definitions for the French-organized word.

To one operator it is not truly discotheque unless the location uses specially designed discotheque equipment, to another a pair of stereo loudspeakers is enough. To a third it is less the equipment, more the records played that count.

The term itself doesn't mean exactly what it's supposed to mean, according to the president of the largest operating company in California. "Discotheque," like its French derived "bibliothèque" means "library"—"biblio" referring to a library of books, and "disco" meaning records, says Henry Leyer of Associated Amusement Co., Oakland.

Thus strictly speaking any juke box could be a "discotheque" since it is in one sense a selective record library which is changed from time to time to meet changing tastes. What makes the difference are such factors as dancing equipment used (especially the speakers), decorations and the method of programming.

In the case of Leyer's firm, the important thing is programming. The goal is to program each location according to the tastes of its customers.

For the most part Leyer shuns the special equipment which has been produced for discotheques, largely on the grounds that he feels it is overpriced. In addition, the problem of obtaining dance permits in San Francisco and to a lesser extent Oakland is so great that locations are reluctant to invest too much money to get uncertain results.

ACA does, however, use a few promotional gimmicks of its own. To one discotheque the special records are promoted by some hand-drawn art displays. Another location features the first recording of a new group called "We Five," together with glossy photos of the newcomers on location. The same was done with a recent promotion on a Kingston Trio single, and a Johnny Rivers hit.

To Joe Sills of Sills Music Co. in Oakland, discotheque, by whatever definition, has not gone over. "I had three locations and thought they would be good, but all are dead," he reported recently. One of the owners went out of business for other reasons, a second had live music, and the coin equipment could not compete with the third alienates with disk jockeys.

The number of requests for discotheque is practically nil, he said. To be exact that the dance spots are limited, the ten per cent tax is discouraging.

However, Robert Van Housen, president of the Peninsula Music Co. in Monterey, has a very successful location in the Chapel Inn. Promotion is handled by the Inn itself. This includes occasional "parties" with "Go-Go" girls on the spot to teach dancing.

Stetson Music Co. of Redwood City reports having five

locations—four with Seeburg and one with Wurlitzer equipment. General manager Val Henderson is happy enough with his flat guarantee of \$50 a week (or \$40 a week for special speakers). He has established contracts lasting up to two years, and finds that business is generally up ten per cent.

Harrison Terry of Richmond reports ten spots in both "quality" bars and "country and western" locations. Terry receives a weekly guarantee, and as a result his business is up 35 to 40 per cent; locations are up about 30 per cent. The point of purchase material doesn't take too well at the bars, he reports, so

he has given up distributing it. The number of discotheque records in a 160-record box runs from ten to 30, depending upon the spot.

At the A and B Music Co. in Vallejo a co-operative experimental promotional program is being planned between the op-

erator and location with a discotheque Wurlitzer. Partners Charles Gelabini and Jim Coffey ask a minimum guarantee of \$40 a week, and 50 per cent after a gross of \$80. Business is up "barely" at the location, but they expect an even greater improvement when the program is started.



#### VIC PRESIDENTS

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## Music Operators of America, Inc.

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LOUIS CASOLA

Chairman of the Board

FREDERICK M. BRANER, JR.

Executive Vice President

August 1965

### AN OPEN LETTER TO THE COIN-OPERATED MUSIC AND AMUSEMENT INDUSTRY

We would like to tell you something about the 1965 MOA Convention and Trade Show which will be held in the Pick Congress Hotel, Chicago, on Saturday, Sunday and Monday, September 11, 12 and 13.

The exhibit areas cover two floors which are connected by escalator for easy flow of traffic. All segments will be represented—phonograph manufacturers, record companies, amusement machines manufacturers, allied industries—and this means representation from the top firms. The exhibit hours are: Saturday, 9:00 AM to 3:00 PM. Sunday, 1:00 PM to 7:00 PM. Monday, 10:00 AM to 4:00 PM.

The new MOA Industry Seminar will be held on the afternoon of opening day, Saturday, September 11. The whole event of the Convention takes on added significance this year because of the new format which provides more exhibit hours and combines all forums into one general session.

The Seminar will run from 3:30 PM to 6:00 PM on Saturday afternoon with a coffee break at 4:45. The first part will cover customer relations, public relations and political relations. The second part will begin with record programming and conclude with a Carnival of Ideas (unique question and answer sessions).

The MOA General Membership Meeting and the Ladies Program will be held on Sunday. The Gala Banquet and Show, featuring some of the country's greatest talent, will be held on the closing night, Monday, September 13. We'll see you there!

MOA Convention Committees

## French Business Off, Says Top Official

PARIS—The coin trade in France has suffered a slump of 40 per cent over the last year according to M. Jean Parast, president of the Federation Française des Exploitants et Commerçants de l'Automatique.

The Federation unites 14 regional Syndicats representing about 1,600 columnen from all areas of France.

Said M. Parast: "Unfortunately in times of general economic recession it is the non-essential—like coin games and juke boxes—which are the first to suffer."

The coin game market had reached saturation point in France and the trade was virtually existing on replacement deals, he said. Further hardship had been suffered as a result of the banning of coin games in Algeria—formerly a good source of revenue.

There has been an increasing tendency in the juke box field for distributors to sell machines to cafe proprietors rather than to lease them. Parast estimated that 20 per cent of the juke boxes now in use are owned by cafe men. He regarded this as a bad tendency in the long term because proprietors, once they own a machine, are likely to hang on to it for 10 years.

**Tax Increase?**  
M. Faust said there is concern in the trade over a proposal to come before the French

parliament in the fall that the entertainment tax on coin machines should be increased. "We shall do our best to fight such an increase," he said. "The trade simply could not support it."

Disturbing developments have resulted from the slump in trade—such as the stepping up to absurd proportions of commission offered to cafe proprietors and the attempts by certain importers to sell coin games direct to cafe men, thus by-passing distributors.

### Certificates

As a move against this the Federation has introduced a scheme whereby special certificates are issued to all distributors who undertake to stand by agreed Federation principles of fair trading. French importers and manufacturers of coin equipment are being asked to safeguard the future of the coin trade by dealing only with certified distributors.

In a recent case of a concessionaire offering to sell coin equipment direct to cafe men, at trade prices, the Federation got an undertaking from the big French firm of Bussot not to supply any further equipment to the concessionaire until he abandoned his price-cutting project, Parast said.

The Federation's certificate program has been welcomed by coin men who are anxious to defend their interests and in

## Coin Machine Export Chart

JANUARY, 1965

Country	Quantity	Value	Quantity	Value	Quantity	Value
Canada	42	\$ 35,795	—	\$ 14,978	—	\$ 50,773
Nicaragua	10	8,638	—	2,005	—	10,643
Costa Rica	4	3,001	—	—	—	3,001
Bahamas	1	1,125	—	15,536	—	16,661
Jamaica	12	7,355	—	—	—	7,355
British Guiana	3	1,251	—	—	—	1,251
Ecuador	23	16,992	—	—	—	16,992
Peru	6	3,794	—	—	—	3,794
United Kingdom	246	20,518	—	65,910	—	86,428
Netherlands	26	23,227	—	50,336	—	72,563
Belgium	166	127,680	—	7,178	—	134,858
France	30	22,950	—	233,489	—	256,439
W. Germany	210	144,075	—	89,084	—	243,159
Austria	15	11,961	—	—	—	11,961
Switzerland	14	12,990	—	44,150	—	56,740
Italy	34	26,081	—	6,100	—	32,181
Japan	160	81,058	—	50,971	—	132,029
Nas. Is.	2	2,190	—	12,281	—	14,471
Turkey	—	—	—	1,150	—	1,150
Bermuda	—	—	—	26,391	—	26,391
Sweden	—	—	—	9,730	—	9,730
Norway	—	—	—	5,532	—	5,532
Denmark	—	—	—	13,183	—	13,183
Thailand	—	—	—	1,270	—	1,270
Viet Nam	—	—	—	15,690	—	15,690
Malaysia	—	—	—	1,215	—	1,215
Korean Rep.	—	—	—	2,985	—	2,985
Australia	—	—	—	1,358	—	1,358
Rep. Sth.	—	—	—	2,401	—	2,401
Z. Rh. Afr.	—	—	—	6,092	—	6,092
Other Cntrs.*	3	2,190	—	1,926	—	4,076
<b>Totals</b>	<b>731</b>	<b>\$551,431</b>	<b>—</b>	<b>\$640,343</b>	<b>—</b>	<b>\$1,231,774</b>

Source: U. S. Bureau of the Census, U. S. Export Statistics, Report FT 410, January 1965, Washington, D. C. Issued June, 1965.  
Note: Report does not include amusement game export quantities.  
\*Other Countries includes countries for which U. S. exports through the current month are averaging less than \$1,000 per month.

safeguard the future of the trade, especially at a time when business is poor.

## Ditchburn Sales Reported Up 21%

LONDON — The Ditchburn Organization, Ltd., of which Ditchburn Vending Machines, Inc., is the U. S. subsidiary, completed its fiscal year with a 21 per cent increase in sales, it was reported last week.

According to company of-

ficials, both sales and net profit set records for the year.

The parent company here supplies and operates juke boxes, background music equipment in addition to vending machines.

According to the Ditchburn

(Continued on page 72)

**CHICAGO COIN**

# creates Dependable Games

**Proven Profit Makers...**

**Small Bowlers**  
PUCK BOWLERS  
FOR GAMES  
SHUFFLE GAMES  
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and many others!

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BASEBALL  
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AUTOMATIC BOWLING LANE  
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Our large volume of sales for the world's finest money-factors bring us quantities of lovingly used money-making coin operated equipment. We are experts in reconditioning, crating and shipping to all parts of the world from the great port of Baltimore.

Try us for price — Try us for quality

- Bingen Games
- Bowling Alleys
- Photographs
- Shuffle Aloys
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- Pin Ball Machine
- Cigarette Machines

**Satisfaction Guaranteed**

# \$10 Million in Credit for Rosen's Jukebox-Film Combo

PHILADELPHIA—Distributor David Rosen announced last week completion of a multi-million-dollar financing plan for his recently introduced "Filmotheque-Discotheque" machine.

"Banking accommodations have committed themselves to a \$10 million line for the handling of Filmotheque-Discotheque," Rosen declared.

Rosen is offering the standard Cinebox music machine and his own innovation, the music-film-jukebox unit, to operators on a basic \$20-per-week lease basis; but he is also selling the units outright.

**Credit for Buyers**  
It is for the buyers of the equipment, Rosen said, that the financial interests have agreed to extend up to \$10 million in credit.

As recently reported, assembly of the Filmotheque-Discotheque machine is going on at a plant recently acquired by

Rosen here. The Cinebox machine is imported from Italy.

"Our leasing program is available only to those experienced in the coin machine business," Rosen said. "We are not concerned with deposits or side drafts. We are leasing machines over to operators with options to buy, and a similar leasing program will soon be made available to distributors."

**Disturb Appearances**  
Rosen also announced that distributor appearances will make "later."

He is, meanwhile, discussing the production of component parts for his music-film-jukebox combination with several interested manufacturers.

Rosen was in Chicago last week, reportedly for talks with Rowe AMI officials on the subject of Filmotheque-Discotheque manufacturing.

Rosen is a major distributor of Rowe AMI coin-operated equipment.

# How Is the 'Go-Go' Going

\* Continued from page 63

discotheque installations only to take them out a month or two later. Others have taken ghost locations and turned them into swinging money-earners with discotheque.

Where discotheque goes, it really seems to go-go-go. Earnings of several hundred dollars per week from the juke box are not uncommon. Minimum guarantees or rentals for \$50 per week seem more the rule than exception.

The future of discotheque seems to depend on the industry. Just as today, it does not exist in its original pure state, so tomorrow it will undoubtedly be altered.

In an effort to get the answers

on just what discotheque has meant to operators, Billboard has undertaken a comprehensive survey of the subject.

Reports have come in from a total of 46 cities. Billboard staff members Ray Brack, Aaron Sternfeld, Elton Whisenand and Sam Abbott, plus this writer, have poked, prodded and probed discotheque installations in their areas to find out what it all means. Reports also came in from Billboard's nationwide string of correspondents.

Interviews were conducted with manufacturers, distributors, operators, location owners and sundry discotheque experts. The final result is a comprehensive study of discotheque from many angles. It is presented here and in subsequent pages.



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2 PLAYER



United's  
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**BOWLING ALLEY**



**Williams** ELECTRONIC MANUFACTURING CORP.

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CHICAGO OFFICE: WILGON, CHICAGO

AVAILABLE FOR IMMEDIATE DELIVERY THROUGH YOUR WILLIAMS DISTRIBUTOR

# Seeburg Dominates Minneapolis

\* Continued from page 63

few resorts are reported doing very well with discotheque.

City or country, the locations doing a job are almost always promoting with outdoor window signs, interior banners, and pointed conversation with patrons. Little or no newspaper advertising is found.

One location which tried discotheque and then gave it up after a few dismal months, was described by the distributor as having failed entirely to promote the fact of discotheque. "You simply can't set up the equipment and let it go at that," he warned.

A downtown Minneapolis bar,

# 'Tek' Takes In Scranton

SCRANTON, Pa.—The Jolly Roger Inn and Joel's Teen-age Center are among the most successful discotheque installations in this large industrial city.

John Roche, proprietor of the Jolly Roger, said his Rowe-AMI discotheque installation was producing "fabulous results." Roche said he had lost 65 per cent of his business and was barely meeting the \$17.50 weekly minimum guarantee on his juke box before discotheque was installed.

"We've not only got back many of our old customers, but our juke box earnings are seven times what they used to be," Roche said.

Joel's Teen-age Center opened with discotheque in mid-June. Teen-agers are given a "Killer Joe" (Killer Joe Piro, Rowe's discotheque ambassador) membership card which owner Joel Niko says has already become a status symbol among the youngsters.

David Rosen, head of the Rowe distribution in Philadelphia, said he envisioned a chain of teen-age discotheque centers throughout the East.

Both the Jolly Roger and Joel's use multiple speakers in installations—18 in the Jolly Roger, 25 in Joel's. The teen-center suggests its discotheque include, with pinball and pool table earnings.

which set up a discotheque operation to run 15 minutes of every hour when the place's live music wasn't playing, has found it a useful, though not overwhelming, attraction. Yet, the owner admits that this is not a typical discotheque location, and the bar often puts in the coins to operate it. Now, as it happens, this particular location is preparing to replace the coin-operated version with a house-operated discotheque in a separate, partitioned room away from the live music. The decision has nothing to do with acceptance of the coin-operated discotheque, but is another experiment, which may make this bar the first in Minneapolis with the live discotheque department.

As to outlook of coin-op discotheque, the pessimists among the distributors commented, "By it's nature, it's a novelty, now on its way out," or "I don't think the outlook will improve much."

This was always countered, however, by the knowledgeable operators who claim to understand the principle of discotheque and even, as one operator does, have a "discotheque expert" on the staff who specializes in learning the special aspects of this music and its appreciation.

Their enthusiasm suggests that better understanding of discotheque's use is what separates the optimists from the pessimists.

# First Theque In Nashville

NASHVILLE — Nashville's first discotheque location, the Reading Room, opened last week at 508 and Lea near downtown and met with immediate success.

Location owners Bob Bryan and Russell Hart found the place was a big hit with young adults. "We are averaging 250 to 300 customers a night," said Bryan.

Seeburg equipment was installed by Sammons-Pennington Company's Nashville branch & H Amusement Co. Home office of Sammons-Pennington is Memphis.

The club, attractively decorated, serves luncheon and dinner and has a dance floor.



**BOB SLIFER**  
Executive Director

# N. C. M. D. A.

THE GROWTH ASSOCIATION

Mr. Distributor . . .

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EVERY MANUFACTURER IN THIS INDUSTRY . . .

Should be vitally interested in Affiliating With NCMDA by Their Full Endorsement and Support of the national distributor community. Your Immediate Vigorous Participation is your unbiased democratic way of opening the doors to progress, stability and the full maturity of all distribution channels!

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Our 17th Year

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# Texas Game Orders Up Following Free Play OK

HOUSTON—Free-play flipper game orders from principal Lone Star distributors are sizable in the wake of legalization of the equipment, according to reports from Chicago manufacturing firms.

"There's a rush of business from Texas," reported one manufacturer.

"We expect an increase in orders as the effective date of the new law approaches," declared another.

Due to take effect Aug. 30, the amendment of the State's penal law, passed by both houses of the Legislature in June and signed by Gov. John Connally early this month, will permit the legal operation of free-play pinball games throughout the State.

## Municipal Hurdles

Various municipal hurdles have yet to be cleared, however.

Here in Houston, for example, the city legal department has been asked to review the coin-operated amusement machine licensing ordinance. In so

requesting, Councilman Robert S. Webb said the action was necessary "to remove control over the machines and to prevent their use as gambling devices."

Added the councilman: "I understand that more than 5,000 of the new pinball machines are on their way to Houston."

Webb did not disclose the source of that figure. He said: "I think that if our police or treasury department has the right of inspection it will be a deterrent to their misuse."

Under a State law which permits collection of a fee half that levied by the State, Houston currently charges an annual \$5 license fee for all coin-operated games and juke boxes.

Drawn up through the determined offices of Dallas distributor, Abe Summa, of State Music Distributors, Inc., the penal law amendment measure was introduced by Sen. George Parkhouse and was sponsored in the House by Rep. Ben At-

# Canteen Sales, Earnings Up

CHICAGO—Automatic Canteen Co. of America set new records for sales and earnings during its first three quarters ended June 12. Third quarter sales were \$66,370,000, compared to \$61,720,000 for the same period last year. Net earnings after taxes were up 67 per cent to \$1,980,000 or 30 cents per share, compared to \$1,182,000 or 18 cents per share last year.

Cumulative sales for the first three quarters soared to \$193,026,000, compared to \$182,233,000 a year ago. Net earnings from operations reached new highs of \$5,488,000, or equal to \$1.61 cents per share, compared to \$4,614 figures of \$3,422,000 and 51 cents per share.

well. Both legislators are from Dallas.

Parkhouse and Atwell fought unflinchingly for the key clause in the code amendment, which reads: "An immediate and unrevoked right of replay, mechanically conferred on players of pinball machines and similar devices, is not intended to be included in the phrase 'money,

# For the Home Market . . .



THE AMBASSADOR is a new pool table introduced by the Irving Kaye Co. The non-coin operated model has an all-formica cabinet, with chrome-plated steel corner sections, two disc-act recessed scoring markers and five-inch reinforced bag casters. It also features a jam-proof trackless ball return system. The table is available in seven, seven-and-a-half, eight and nine-foot sizes.

# Seeburg Picks Trade Press Vel for V-P

property, or other valuable thing."

When the present penal code went into effect in Texas it struck a severe blow to the amusement game industry. Texas was known as "a good flipper State." Operators were permitted to place only add-a-ball-type flipper games on location under the law — now amended.

CHICAGO—Martin (Marty) T. Toohy, former Billboard coin machine advertising salesman and for the past six years general manager of the Cash Box coin machine department, has been named Seeburg Corp. regional vice-president for the Eastern U. S.

Toohy's appointment was announced last week by William Adair, Seeburg executive vice-president (above).

A marketing major at New York University, Toohy was previously an account executive for the De Perri Advertising Agency in New York. He joined Billboard in 1955.

Toohy, his wife and five children reside in Englewood, N. J.

# Cigaret Taxes Up in 20 States

CHICAGO—Legislatures in 20 States increased cigarette taxes during 1965 sessions. National Automatic Merchandising Association legislative counsel, Richard W. Funk, announced last week.

Tax hikes have gone into effect in Arizona, Arkansas, Colorado, Connecticut, Hawaii, Illinois, Indiana, Iowa, Kansas, Maine, Massachusetts, Nebraska, New Hampshire, New York, North Dakota, Oklahoma, South Dakota, Texas, Washington and Wisconsin.

A 4-cent tax increase will be voted on by Oregon citizens in a referendum next year.

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The Greatest Eye Catching  
Animation Ever Created!

ONE COWBOY SHOTS AT THE FEET OF  
ANOTHER MAKING HIM DO THE MOST  
COMICAL DANCE YOU'VE EVER SEEN.

FASCINATING SPINNING NUMBERS AND STAR  
INDICATES VALUES OF 5 TWO-WAY ROLL-  
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- Moving Light A-B-C-D-E feature multiplies value of rollindex by 10 and 100
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- Novel Shaking up rolls when first ball is in play
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Ask your distributor to  
Show you the Dancing Cowboy

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# BUY! METAL TYPERS

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WHY!

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3. ONLY 16"x18"

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## Morris Gisser Dead

CLEVELAND — Morris S. Gisser, 63, known within and without this industry as an astute businessman and mild-mannered gentleman, died suddenly at his home here early Sunday, Aug. 1.

Cause of death was apparently heart failure.

Interment was Monday (2) at Mount Zion Cemetery here. Funeral services will be in lieu of flowers donations be made to one of the late businessman's

fondlest interest, the Young Israel Synagogue of Cleveland. Gisser resided at 4439 University Parkway, University Heights, Ohio.

President of Cleveland Coin Machine Exchange here and involved in the business for over 30 years, Gisser had returned June 20 from a 40-state tour of the coin machine export markets, during which he opened

Spain and Portugal to U. S. products for the first time in years.

### Sadden

According to Gisser's long-time associate at Cleveland Coin, D. H. Lieblich, death came without warning shortly after Gisser and his wife, Esther, returned home from visiting friends in Cleveland.

"He hadn't complained of illness," Lieblich said. "He had suffered a heart attack some eight or nine years ago, but ignored it."

In addition to his widow, Gisser is survived by a son, Sheldon, a Cleveland attorney, and two daughters, Eileen, the wife of Cleveland Coin official Ronald Gold, and Miss Roslyn Gisser of Westchester, Pa.

### "Strong Man"

Other enterprises in which the Cleveland coinman was involved included the Goodwill Loan Co. here, of which he was president and a partner with Lieblich; the Ansel and Drexmore Realty Co., both of which he was president. He was also executive director

of a group which has been planning the construction of an air terminal in downtown Cleveland.

Gisser was active on the board of governors for "Bonita for Israel" and was committee chairman for the "Young Israel Synagogue of Cleveland" fund drive.

"The industry has lost a strong man, a soft-spoken man—a man respected in and out of the business," Lieblich said. "He worked hard and lived hard right up to the last minute. For him it was more fun to go to work than to play golf. He lived his business."

## Coming Soon:

Aug. 15-16—Quarterly meeting of the Music and Vending Association of South Dakota, Deadwood, S. D.

Aug. 26-28 — West Virginia Music & Vending Association annual convention, Holiday Inn, Charleston, W. Va.

Sept. 11-13—Music Operators of America national convention and trade show, Pick Congress Hotel, Chicago.

Sept. 17-19—Joint outing of the New York State Operators Guild, the Music Operators of New York and the Westchester Operators Guild, Newville, N. Y.

Sept. 18-19—Quarterly meeting of the Coin Operated Industries of Nebraska, Norfolk, Neb.

Oct. 10—North Carolina Coin Operators Association meeting.

Oct. 16-19 — National Automatic Merchandising Association convention and trade show, Miami Beach, Fla.

Oct. 22-23—Music Operators of Virginia convention, Hotel Roanoke, Roanoke, Va.

Nov. 14—Amusement Machine Association of Philadelphia, Inc., 36th annual association dinner, Latin Casino, Cherry Hill, N. J.

## Coin-Operated Car Wash Bows

VINELAND, N. J. — An automatic car wash operated by a half dollar coin has been placed on the market by Car-O-Matic Car Wash, Inc. here.

The device, designed by Angelo Napoli, reported to be a car-wash-system pioneer, consists of a 12-foot stainless steel arch which passes back and forth over a motionless auto, spraying, brushing and drying the car in consecutive passes.

Company officials described the unit as measuring 36 by 44 feet, making installation possible in the typical lubrication bay of a service station or in an average-size garage.

The manufacturer is now appointing statewide distributors, it was announced.

Information on equipment may be obtained by writing the firm at S. W. Boulevard here.

## Ditchburn Sales

Continued from page 79

chairman, the current year has started "reasonably well" and turnover is "up on last year." Vending is particular, he said, "is making very big progress."

He said the background music division is "expanding rapidly." He looks forward to another year of satisfactory progress.

The organization held its annual stockholder's meeting last week at St. Annes-on-Sea.

The U. S. subsidiary is headquartered in Chicago, Ill.

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## IN 14 YEARS OF BINGO HISTORY

All the profit-proved play-appeal of record-breaking BORDER BEAUTY\*

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\*Fast action of new 20-Hole Playfield... refreshing new scoring simplicity of 20-Number Card without lines or sections... fascinating Red, Blue, Yellow and Green Card Zones with each color scoring separately... new Mystic Lines with up-and-down and sideways movement to provide maximum number shuffling flexibility... exciting 4-Star Feature with top bracket score appeal... old favorite Red Letter Games... popular Pick-A-Play Buttons... Star Rollers... Extra Time... Extra Balls.

If you missed the BORDER BEAUTY bonanza, make up for lost time by getting BEAUTY BEACH busy for you. BEAUTY BEACH is built by the world's leading producer of all types of coin-operated games, Bally Manufacturing Company, 2640 N. Belmont Avenue, Chicago, Illinois, U.S.A.



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4 CREDITS ON REPLAY REGISTER  
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## So. Dakota Program Set

**PIERRE, S. D.**—The program for the next quarterly meeting of the Music & Vending Association of South Dakota in Deadwood Aug. 15-16 has been announced by association president, Darlow Maxwell.

Hosted by past association president, John Trucano, the meeting will feature banquets on Sunday and Monday night; a background music forum at 3 p.m. Sunday; a games and music seminar at 10 a.m. Monday and a general business meeting at 1:30 p.m. Monday.

Trucano, who is a director of the Music Operators of America and chairman of that organization's 1965 convention program committee, has informed MVAAD members that the Deadwood meeting will offer ample opportunity to play golf.

Because of the avid golfing interest of such association members as Maxwell, secretary Earl Porter, director Ronald Manoffs and others, Trucano recently suggested that the name of the association be changed to the "Music and Vendors Golfing Association of South Dakota."

## CHICAGO

**Historical Note:** A year ago this month a cinema juke box (Scopitone, by make) was brought in for a party of the Chicago society crowd at the Saddle and Cycle Club here. Mark Cronin, chairman of the benefit party for the Madonna Center, noted that the machine was "a great curiosity."



NICASIRO

The party received big play in the society pages and apparently aroused the curiosity of location proprietors about town, for to-day there are over 50 minicolumns of various makes in hotels, clubs and restaurants in the Chicago area. . . . Precision Novelty Co., you'll please note, has moved to a new location at 11532 S. Mayfield Avenue in Alsip, Illinois, announces company executive Ned Molangan. . . . Seeborg Corporation president J. Casanova Gensia has announced the appointment of Louis J. Nicasiro as vice-president (finance). Previously with the Inland Credit Corp., Nicasiro is currently in Europe on a business trip for Seeborg.

Bob Stiffer, executive director of the National Coin Machine Distributors Association headquartered here, has borrowed back from a four-day boat with the flu and is taking a short vacation in the state with relatives. . . . Vacation—two weeks of it—is also being indulged in by Illinois Coin Machine Operators Association president Bill Foss, who recently underwent the back-to-back rigors of opening sparkling new quarters for his Valley Music Co. in Aurora and presiding over the quarterly meeting of the association in Springfield. . . . For the third year, Automatic Canteen Co. founder and chairman Nathaniel Leverone treated blind boys and girls to a baseball game at White Sox Park. On July 30 some 40 youngsters, all avid and knowledgeable fans, were Leverone's guests. And, thanks to Jerry McCann of the Sony Co., each blind child had his own transistor radio with which to follow the play-by-play broadcast of the Sox-Tigers game by sportscaster Bob Elson and Milo Hamilton. **RAY BRACK**

## PHILADELPHIA

Ralph Globus has been appointed senior vice-president of Automatic Retailers of America. . . . Myer Bunt, a route sales supervisor for Macks Variety Booth Co. the past year, has been named service superintendent. He has been with the Macks firm for nine years and succeeds Benjamin Rubenstein, who was recently promoted to service manager. . . . Joe Moran, WIEN disc jockey, will be in charge of the new discotheque installation at the center-city Otis Glory Ale House.

Jack Berens, president of ABC Consolidated Corp. (formerly ABC Vending Corp.), and David Rosen, president of the Rowe AMI distributing firm of David Rosen, Inc., were named to help promote the benefit game between the Philadelphia Eagles and the Detroit Lions on August 15 at Franklin Field. The game benefits the Philadelphia Association for Retarded Children. Mayor James H. J. Tate is honorary chairman of the benefit football game. **MAURICE ORODENKER**

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## Wurlitzer Sales Down in June

**NORTH TONAWANDA, N. Y.**—Wurlitzer Co. president R. C. Roloff announced last week a sharp decline in expected June sales, both wholesale and retail, attributing the record to the anticipated repeal of the 10 per cent manufacturers' excise tax.

"A great many potential customers simply deferred buying our products in June expecting that the law would be repealed which was done effective June 22, too late, however, to make June a profitable month," Roloff explained.

He said the repeal would definitely stimulate sales in the future.

Wurlitzer's consolidated sales for the quarter (April, May, June) totaled \$8,974,590, compared with \$7,176,026 for the same period last year.

## California Problem

Continued from page 62

way, "Discotheque is great. It is opening up new locations to operators."

At the R. F. Jones Company, AMI distributor in the area, Chuck Klein, branch manager, had this to say, "discotheque is moving ahead and a big jump is expected Jan. 1 when the 10 per cent night club (entertainment) tax will be dropped. More places will permit dancing. Many operators are looking to the future and setting up discotheque with this in mind."

H. O. Chapman, executive in King's Distributing Company, Southern California outlet for Rock-Ola, predicted a popular future for discotheque. "It has possibilities but operators must pick the right locations," Chapman explained. "The operator must understand discotheque and properly merchandise it. Discotheque fills a definite need and offers operators a tremendous potential. There is a sufficient record supply from several sources and music for any type of location."

## Missouri Waltz?



**WRONG.** It's a round robin handshake involving (from left) Ed Blankenbiller, Seaburg national sales manager, photograph division; Dave Sutherland, Bill Utzinger and Bill Sutherland, principals in Sutherland Distributing Co., Joplin, Mo., and Bud Lura, sales manager for Williams Electronic Manufacturing Corp. The occasion was Sutherland's grand opening in Joplin recently.



**GOOD CROWD** was on hand at recent Sutherland Distributing Co. grand opening in Joplin, Mo. Many of the guests got so interested in Williams' games in the distributor showroom that they had no time for refreshments.

## Irv Webb Dies, Was Rock-Ola Vice-President

**CHICAGO**—Irv Webb, 59, former Rock-Ola vice-president and most recently a jobber and operator of coin-operated equip-

ment in Altadena, Calif., died there recently of a heart attack. Webb survived by his widow, Corlette.

The veteran coinman was with Rock-Ola from 1934 through the World War II years. He left to become a distributor for the company in Chicago.

BILLBOARD, August 14, 1965

# This winning combination from Seeburg has whetted America's appetite for Discothèque\* music like nothing else in history!

**Here's the key** that opens the door to a whole new future for the coin-music industry.

In helping set up thousands of Seeburg Discothèques from coast to coast with the Seeburg LP Console/480, the famous Rhythm Twins floor-level speakers, and the unique Rec-O-Dance\*\* record libraries, we noted an unusual fact about this combination:

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What brings them there? They experience the unbelievable, exciting quality of Seeburg Big Sound, and they come back again and again for more!

\* Discothèque—a library of records for listening and dancing.

\*\* T. M.



We believe this experience points the way to a new Golden Age of coin-music, in which the coin-phonograph will come into its own as another major form of public entertainment comparable to radio, television or the movies.

The public has never heard sound like Seeburg Big Sound before. In

order to hear and enjoy it, people will throng locations as never before. Your locations!

That is, if you have the foresight to install Seeburg's winning combination now. You know how much money there is in hindsight! Call your Seeburg distributor today.

## ALBUM REVIEWS

## POP SPOTLIGHT

## SEPTEMBER OF MY YEARS

**LIGE** Frank Sinatra, Naples R 1014  
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By far one of the most important and finest wood albums in the Sinatra catalog. The union of Sinatra and Jenkins reflecting the September years is unparalleled. The choice of repertoire is perfect. Sinatra's lyric delivery and emotion is matched masterfully by the sensitive and beautiful strings of Jenkins. "New Old Am I" being a prime example. A scarce find.

